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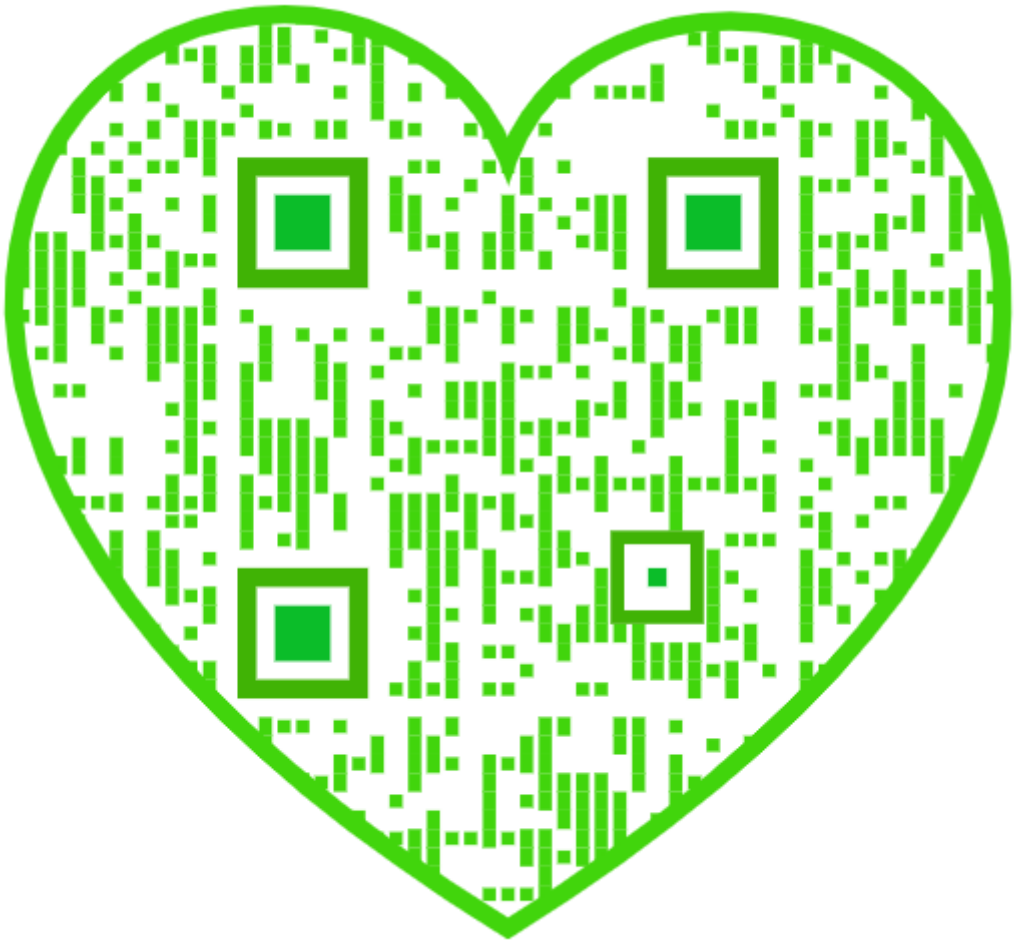

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Master Negative Storage Number

PSt SNPaAg168

CONTENTS OF REEL 168

1) The Tobacco world, v. 30, no. 1-12
January 1, 1910 – June 15, 1910
MNS# PSt SNPaAg168.1

Title: The Tobacco world, v. 30, no. 1-12

Place of Publication: Philadelphia, Pa.

Copyright Date: January 1, 1910 – June 15, 1910

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037 PSt SNPaAg153.1-190.5 $bPreservation Office, The Pennsylvania State University, Pattee Library, University Park, Pa 16802-1805
090 20 Microfilm D344 reel 153.1-190.5 $cmc+(service copy, print master, archival master) $s+U22V1X1902-U22V20X1902+U22V22X1902-U22V33X1902+U22V35X1902-U22V51X1902+U22V53X1902-U24V42X1904+V24V44X1904-U25V44X1905+U25V46X1905-U26V42X1906+U26V44X1906-U26V48X1906+U26V50X1906+U27V1X1907-U28V11X1908+U28V13X1908-U63V6X1943+U65V1X1945-U65V12X1945
130 0 Tobacco world (Philadelphia, Pa.)
245 14 The Tobacco world
260 Philadelphia, [Pa. $bs.n.]
300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
321 Weekly $b<1902>-1909
321 Semimonthly $bJan. 1910-Mar. 15, 1936
500 Description based on: Vol. 22, no. 1 (Jan. 1, 1902); title from caption
500 Published by Tobacco World Corp., Philadelphia, Pa., <19__>-
500 Some combined issues
500 "Devoted to the interests of importers, packers, leaf dealers, tobacco and cigar manufacturers and dealers."
500 Occasional missing and mutilated pages
515 Vol. 22, no. 38 (Sept. 17, 1902) mismarked as v. 22, no. 37; vol. 52, no. 14 (July 15, 1932) mismarked on cover as v. 54, no. 14
533 Microfilm $mv.22,no.1 (1902)-v.22,no.20 (1902),v.22,no.22 (1902)-v.22,no.33 (1902),v.22,no.35 (1902)-v.22,no.51 (1902),v.22,no.53 (1902)-v.24,no.42 (1904),v.24,no.44 (1904)-v.25,no.44 (1905),v.25,no.46 (1905)-v.26,no.42 (1906),v.26,no.44 (1906)-v.26,no.48 (1906),v.26,no.50 (1906),v.27,no.1 (1907)-v.28,no.11 (1908),v.28,no.13 (1908)-v.63,no.6 (1943),v.65,no.1 (1945)-v.65,no.12 (1945) $bUniversity Park, Pa. : $cPennsylvania State University $d1998 $e38 microfilm reels ; 35 mm. $f(USAIN state and local literature preservation project. Pennsylvania) $f(Pennsylvania agricultural literature on microfilm)
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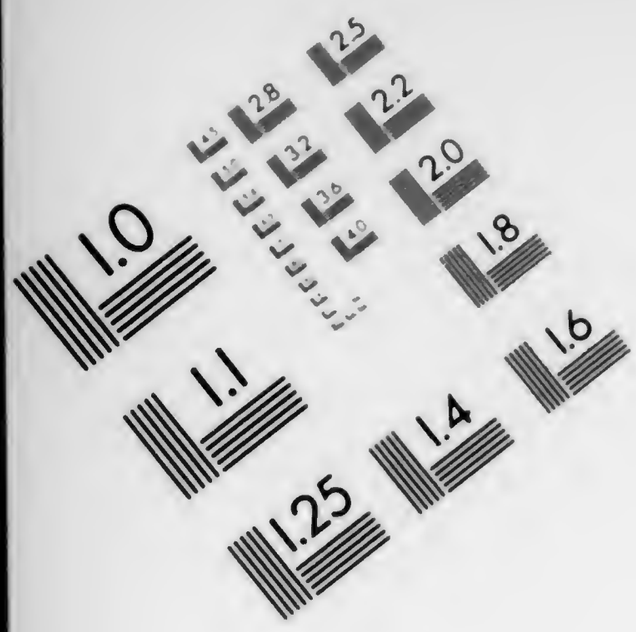

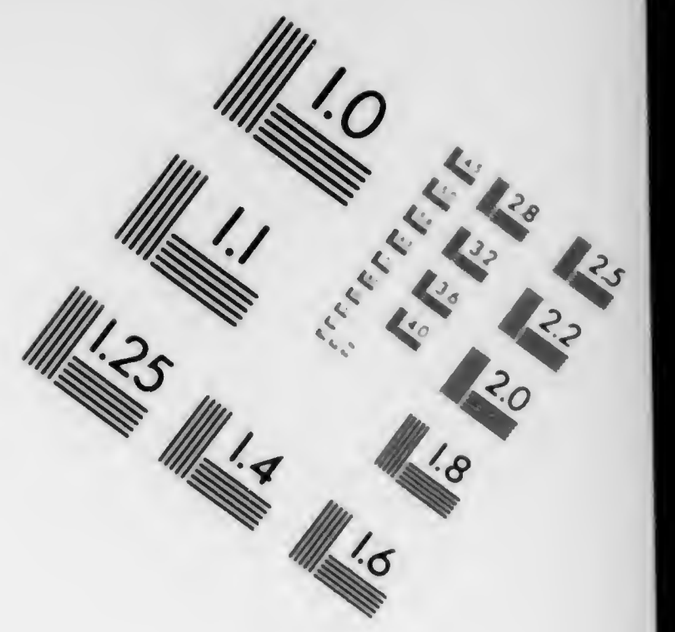

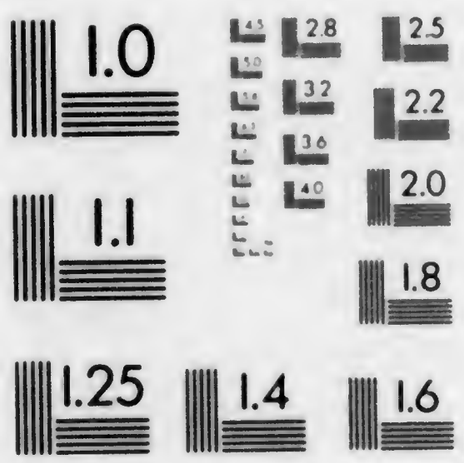

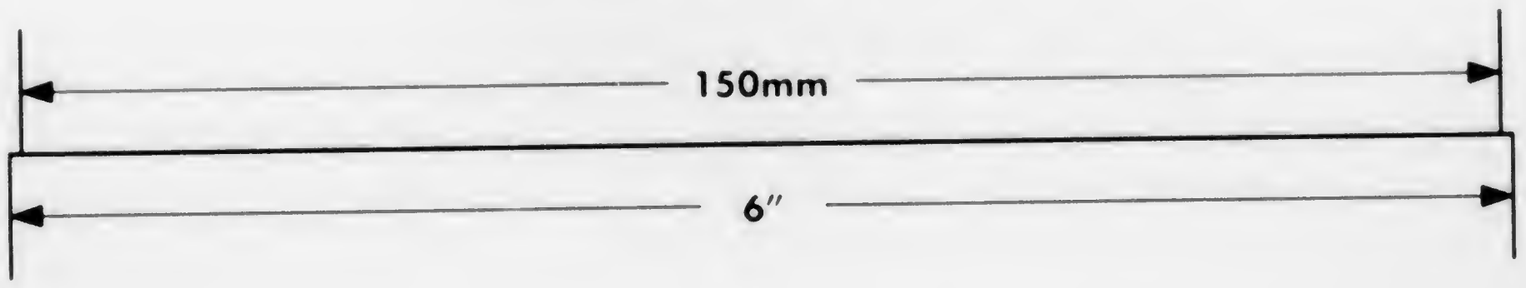

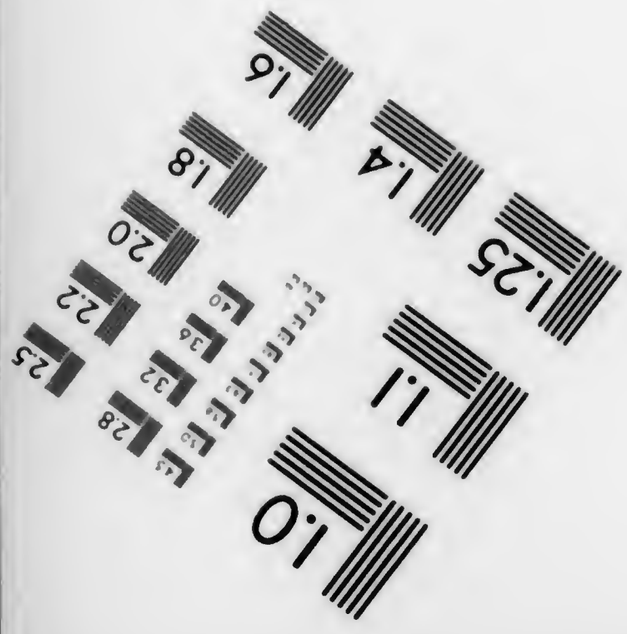

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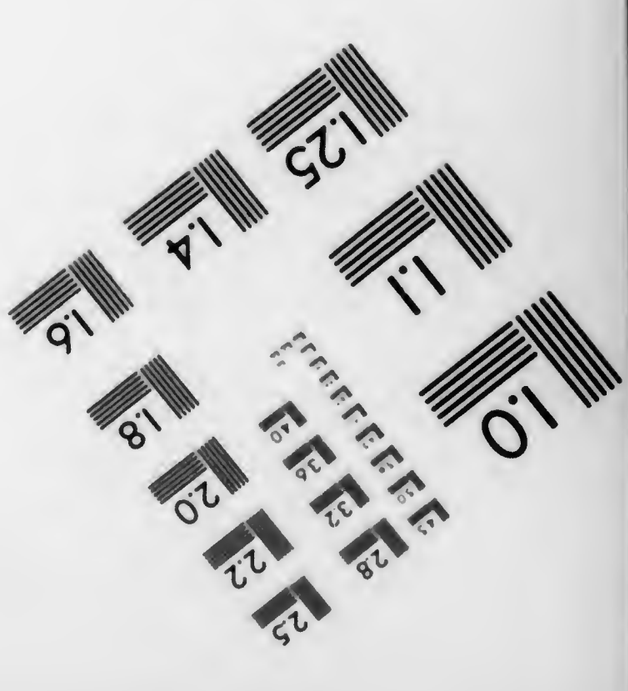

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January 1, 1910 – June 15, 1910

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JANUARY 1, 1910

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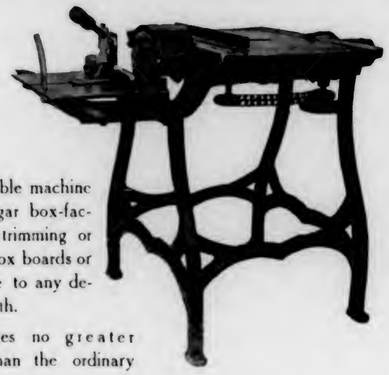

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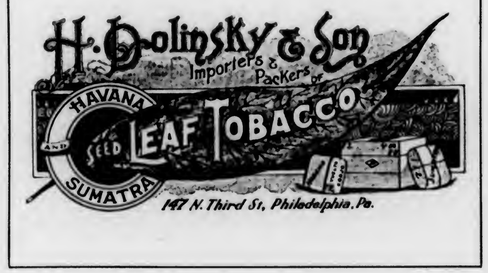

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Different from the Ordinary?

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Give us an idea of what you want, accompanied by a rough sketch showing sizes, and we will do the rest.

Henry H. Sheip Mfg. Company

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Philadelphia, Penna.

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W. K. GRESH & SONS, Makers, Norristown, Pa.

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Makers of

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Manufacturers of **Fine Cigars**

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Prices and Quality will speak for themselves. We supply each Jobber with Private Brand. Samples submitted to responsible buyers.

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FOR SALE BY ALL DEALERS

The American Tobacco Company — New York

Factory No. 1645 — Capacity, 50,000,000 a Year

Highest Award and Gold Medal for Excellence and Quality of Stogies, at World's Fair, St. Louis, 1904

We Make the CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE and BIG STOGIES — First Quality, Long Filler, Hand Made

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MANUFACTURERS OF

HAND-MADE, LONG FILLER . . . . . AND MOLD STOGIES

OUR OTHER BRANDS: New Arrivals, Brownies, Gold Nuggets, Jersey Charter, Blended Smoke, Boss, Castella, American Puffs, Lancaster Belle, Every Day Smoke, Little Havana, Little Dutch, Blue Points, Good Points, Etc.

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F. B. ROBERTSON, Factory Representative, P. O. BOX 425, PHILADELPHIA

Critical Buyers always find it a pleasure to look over our samples.
Samples cheerfully submitted upon request.

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Manufacturer of FINE CIGARS

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PRETTY BESSIE YORK NICK BEST KNOWN
5 CENTS

TWO CRACKER JACKS, 2 for 5 Cents

Oak Mountain Bouquet Boston Beauties Puro Porto Rico Crooks

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MASTERPIECE

5¢ CIGAR

"JUST RIGHT"

Jeitles & Blumenthal

Limited

Philadelphia

The Tobacco World

Vol. XXX. PHILADELPHIA, JANUARY 1, 1910. No. 1.

SALUTATION

FOR twenty-eight years, Philadelphia has been the home of the one live publication west of New York City devoted to the tobacco industry. The management has always endeavored to present a publication which would merit respect, but for several years past THE TOBACCO WORLD has been issued under handicaps, which an enlarged force and ample capital will now eliminate.

With this number the journal passes to the control of the recently organized Tobacco World Corporation. Henceforth its conduct will be in the hands of men experienced in class and trade periodicals, and it shall be our aim to make THE TOBACCO WORLD a publication which the trade will hasten to patronize and read.

To accomplish this, thought and money will be liberally expended, and the coming months devoted to the development of the ideas and plans for its betterment now in embryo.

Necessarily, in the preparation of this, the first number, under the changed management, much that is experimental has been introduced and numerous features which are in process of development have had to be omitted. The trade, we feel sure, will appreciate this fact and guage their final verdict of our efforts by the accomplishments of a year rather than one issue.

IT WILL be our purpose to furnish each fortnight a comprehensive, unbiased review of trade facts, conditions and plans which should vitally interest the dealers. Sensationalism will be entirely eliminated. Market conditions will be given as they are, tinged with sufficient optimism to make THE TOBACCO WORLD a journal of uplift.

For our friends in Cuba and those whose mother tongue is Spanish, we shall run in each issue a brief resumé of the trade news translated into the Spanish language, and this feature we believe to be original and exclusive with our publication.

We shall employ in various localities live representatives—men who will represent us. The day of the figure-head is past and the representative of THE TOBACCO WORLD in any given territory must be all that his name implies. Their offices will be located in the leading centres of both manufacture and distribution in the United States, as well as Cuba and Turkey.

We shall maintain a thoroughly organized advertising bureau, the services of which can be commanded by the smallest as well as the largest handler of tobacco products for the purpose of outlining either a general advertising campaign or merely for the preparation of an advertisement for our own columns. Our endeavor is to build up the scientific and systematic advertising of all branches of the tobacco industry.

MR. J. Y. KROUT, who has been the moving spirit in the publishing of THE TOBACCO WORLD for some twelve years past, has been retained by the new corporation and will call upon his friends in the trade and further their interests wherever possible.

The editorial and advertising force of THE TOBACCO WORLD is composed of comparatively young men who are keen students of business conditions and whose sole aim will be to produce for the trade every two weeks a journal which will be needed, respected and utilized.

The editorial management of the paper has been placed in the hands of Mr. J. Lawton Kendrick, who has enjoyed a lifetime experience in the publishing trade in all its branches, and the advertising management will be jointly divided between Messrs. S. A. Wolf and J. Y. Krout.

From our contemporaries we ask the kindest consideration and we wish to assure them that such competition as THE TOBACCO WORLD under its new management will offer cannot but prove a helpful stimulus to every journal published in the industry. Our editorial pages shall never be smirched with the slightest cynicism or criticism concerning similar publications and to this policy we pledge ourselves.

The future and ultimate success of THE TOBACCO WORLD under the present plan of publication perforce must rest in the hands of the trade.

To you, our friends, we commit its destiny.

TOBACCO——THE ROMANCE OF MODERN INDUSTRY

Its Origin and Its Rapid Spread Throughout the World. Statistics that Startle

THE tobacco trade is accustomed to dealing in large quantities, but few of us actually realize the tremendous scope of the tobacco industry. When it is considered that the annual tobacco crop averaged for the last year or two 3,000,000,000 pounds, some idea of the immensity of the business may be gained. Allowing as a moderate average 25 cigars and 100 cigarettes to the pound, this crop would give an annual product of 25,000,000,000 cigars and 100,000,000,000 cigarettes for the world's consumption during the year, with plenty to spare for snuff, chewing and smoking tobacco. Assuming that the total population of the world is 1,000,000,000, the per capita employment of tobacco can be reasonably calculated.

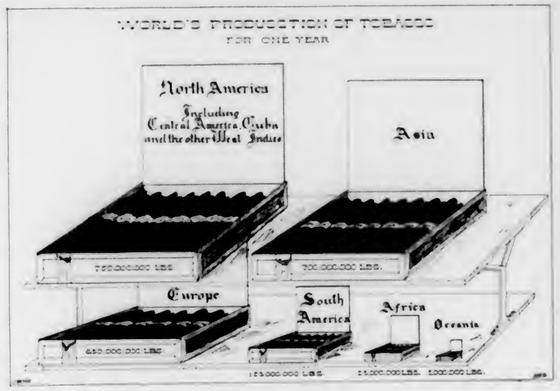
An industry of this importance, the writer believes, is well worthy the investigation as to its origin and early history. It is well known that the discovery by Europeans of the natural disposition of this indigenous plant was contemporary with the discovery of America. A plant that could fasten a habit upon the world, whether in civilized or uncivilized countries, within the short space of four hundred years and become known, as well as cultivated in every portion of the earth, must meet some essential want of the human body and mind.

The origin of the word tobacco is lost in obscurity. Undoubtedly it was derived from the islands and mainland of the tropics and is purely an Indian name. In all languages except the English, the vowel "a" is first, but the "o" is popular and will always be retained by the English-speaking people. The difference would seem insignificant until one is aware that he may at times be confused by searching through the various classifications under the wrong letter.

Tobacco, as we know it to-day, differs only in degree from that which Columbus found the Indians smoking in their pipes and inhaling through their nostrils when he reached the American continent. By the early discoverers and adventurers reference is made to the habits of the Indians in consuming the unknown herb in one way or other. In fact, smoking was generally in vogue among the tribes. Among some tribes it was chewed; by others it was considered a sacred drug with which to produce purging; by others again it was used as a stimulant or narcotic. All Indians agreed, however, that tobacco added greatly to their physical and spiritual well-being.

Origin of the Word Nicotine.

Spanish, Portuguese and English were not slow to adopt the habit and it was soon introduced into Europe. Sir Walter Raleigh popularized smoking in England by the method principally employed in the regions visited by his countrymen. The Portuguese had already begun the cultivation of the plant in southern countries and from thence it was brought in 1500 to France by Nicot, who studied its properties in a scientific way. From Nicot is derived the word nicotine, the essential alkaloid which characterizes tobacco wherever grown.



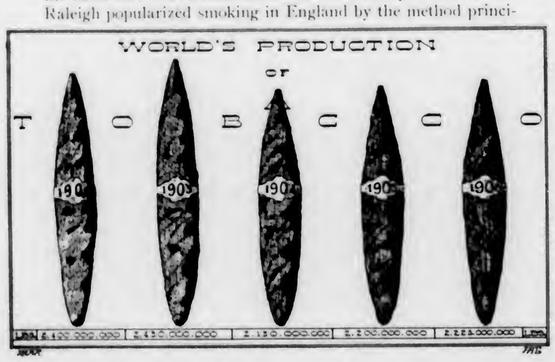
Some of the early writers' best works were on this subject. Ben Johnson wrote verses, as did all of the other poets of the time except Shakespeare. Clubs were formed solely to enjoy it, and a man's standing in society was established by his tobacco. When King James' famous "Counterblast Against Tobacco" was issued, "drinking" tobacco, as smoking was then often called, was almost universal, not only in England, but in Europe. In fact, one of the most famous epigrams of the time ran as follows:

Sir Walter Raleigh! name of worth,
How sweet for thee to know,
King James, who never smoked on earth,
Is smoking down below.

How the Cultivation Has Spread.

With the increasing use of tobacco in all its preparations, the culture of the plant has been established over wider and wider areas, until now there is practically no country—civilized or uncivilized—where it is not to some extent grown. Indigenous as it is to a tropical climate, the tobacco plant has, by the ingenuity of man, been compelled to adapt itself to all ranges of temperature, so that it is found at such wide extremes as the region of the equator and the snow-covered valleys of Canada and Sweden. In this respect it resembles the vine, which will thrive so long as it has sunshine for a few months in summer and sufficient moisture to nourish the rapidly growing leaves.

Tobacco belongs to the nightshade—*Solanaceæ*—family, which embraces many of the best-known domesticated plants and vegetables, such as the Irish potato, the tomato, eggplant, red pepper, jimson weed and henbane. The genus *Nicotiana* has about fifty species, but the great varieties, the *Nicotiana tabacum* and the *Nicotiana rustica*, supply nearly all the tobacco of commerce. There is a variety called *persica*, but the Persian tobacco as we know it is but a modification of the *rustica*. The species *Nicotiana tabacum* is more generally used than the others in every part of the world. It grows from two to eight feet in height, and has ovate, oblong or lanceolate leaves, alternately



attached to the stalk spirally; these leaves measure from twelve to forty-two inches in length and eight to twenty-four inches in width.

In the first days of the use of tobacco each brand was known more by the place of growth or origin than by any other name, but to-day, although such well-established and even historical distributive titles as Virginia, Maryland, Carolina tobacco, etc., are retained, many older terms, like Trinidado or Brazil, have been quite forgotten. A better-understood designation is that of the character or appearance of the article ready for consumption or preparation by the trade. All varieties are distinguished from one another by the form, color, size and texture of their leaves; by their fragrance, adaptability to soils and uses, and by varying aptitudes to secrete gums and oily matter while ripening.

The cultivation of tobacco for its various uses has received as careful attention as that of any agricultural industry, and the agricultural departments of all governments have given elaborate study to the question, as a scientific and practical problem vitally concerning all farmers and producers of staple crops.

(To be Continued.)

Increased Demand for Tobacco in India.

THE Indian (Government) Trade Journal makes the following comments on the tobacco industry in British India:

"Tobacco is claiming a good deal more attention in India just now than was the case only a short time ago. The internal demand for it is enormous and tends to keep pace with the increase in population, as practically all the people smoke from a very early age. To meet this demand there are over a million acres under tobacco in British India and native States, which produce an annual crop of an estimated value of $25,000,000. But, unfortunately, Indian tobacco is chiefly grown from inferior plants and is cured in a very primitive style.

"Generally speaking, it is very crude tobacco, which, however, seems to be good enough for the manufacture of the native cigarette or biri, which is sold at the surprisingly low price of ten annas (five cents) or less per thousand; and for export to Burma to be mixed with other tobacco and made into what are known as 'Burma cheroot,' a rank sort of cigar which, nevertheless, finds a ready market even among Europeans who have acquired the necessary taste.

"But the bulk of the Indian tobacco crop is not nearly up to the standard required for export to European countries, in most of which, however, a keen demand exists for first-class leaf; nor is it adequate to meet all requirements, for our imports of tobacco in various forms in the official year 1908-9 amounted in value to $2,700,000. These imports largely represent cigarettes, which are used by the fairly well-to-do classes, but for the manufacture of which suitable tobacco is not available in sufficient quantities. A start has been made in Bengal to meet this cigarette want by manufacturing this article on a large scale by modern machinery, the company, which is a European one, guarding itself to a large extent by growing its own tobacco."

Falling Off of Tobacco in Alsace-Lorraine.

FALLING OFF in the crops as well as the number of planters in the tobacco industry of Alsace-Lorraine is reported in the latest advices from the United States Consul. The number of planters in 411 districts in 1908 was 7,830, as against 416 with 8,293 planters in 1907, and the total area under tobacco cultivation was 3,440 areas in 1909, and all of the tobacco grown in these districts, 3,370 areas, were taxed by weight and 41 were taxed in the form of surface measurement. The decrease in the number of planters and areas is explained through the fact that the small farmers who raised tobacco for their own uses failed to do so in 1907, preferring to buy from the factories.

The members of the Tobacco Union of Alsace-Lorraine get their seeds, and as a rule the fertilizer (martellin) from the Imperial Tobacco Manufacturing Company at Strassburg, which purchases the bulk of tobacco produced from this seed, and cultivated according to their instructions, for which an extra price is paid—$4.76 per 220 pounds more than for tobacco cultivated in any other manner.

The quality of the last crop was, in general, satisfactory, and the quantity of tobacco harvested, in ripe and dry condition, was 7,970,103 pounds, as compared with 7,304,254 pounds in 1907. The average production for one hectare (2.47 acres) was 2,737 kilos (1 kilo=2.2 pounds) against 2,400 kilos.

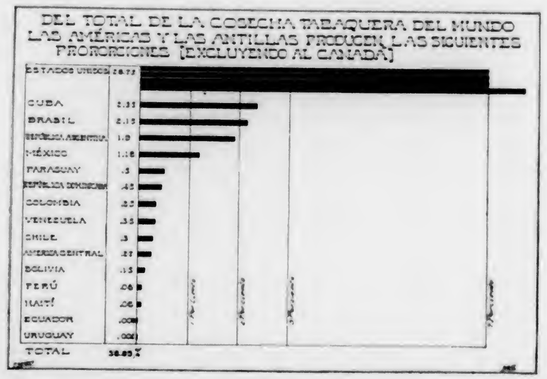
The average price paid per 220 pounds was $15.08, against $13.51 in 1907. The two best grades of tobacco were sold at $15.23 and $17.14 per 220 pounds. The latter quality is called sandleaves.

Grand Duchy of Baden.

For the Grand Duchy of Baden the number of tobacco planters in 1908 was 33,480, cultivating an area of 15,893 acres, a decrease of about 1,000 planters and 544 acres as compared with 1907. The reasons given for this decrease are the good market prices paid for cereals and cattle feed last year, and the difficulty in securing laborers for farm work.

The total value of the tobacco harvest in 1908 amounted to $2,452,080, against $2,123,106 in 1907, an increase of $329,784, caused by the better output and better prices.

The average price paid in Baden for tobacco of all qualities was $15.95 per 220 pounds, which was $1.19 higher than in 1907.



USE OF PERSONAL NAMES AS TRADE-MARKS

BY JAMES M. FORDYCE

OLDER members of the trade will no doubt recall that some years ago an action was brought by Harburger, Homan & Co., of New York, before they were taken over by the American Cigar Co., against a Western cigar manufacturer known as George W. Childs, and who had begun the marketing of a brand of cigars under his own name and which the New York firm alleged was an infringement on a brand used by them and called "Geo. W. Childs."

The bone of contention was, of course, that they were the first to use the title as a trade-mark and that the use of it by the gentleman named Childs was a palpable attempt to deceive the public.

Their contentions were fully sustained by the Court and the defendant was restrained from further using it. An accounting of profits was also demanded of him.

In a recent action of a closely similar case, brought in the United States District Court for the Southern District of New York the result was just opposite to the case quoted above. It was in the case of the Nestor Gianaclis Co., of Boston, Mass., vs. Bellos Nestor, of New York, and it involved the right to the exclusive use of the word "Nestor" in the manufacture of cigarettes. The "Nestor" brand of the Nestor Gianaclis Co. has been on the market for some time while Bellos Nestor more recently engaged in the cigarette manufacturing business.

The attorney for the defendant based his contentions upon the following statements:

1. That no one can be enjoined from using his own name in his own business.
2. That a personal name cannot be monopolized as a trade-mark, so as to preclude others having the same name from using it in their own business.
3. That the registration of a personal name as a trade-mark is of no force.
4. That a trade-mark consisting of the name of a person upon whose honesty, skill and experience the reputation of the article depends is not assignable, for in such cases the purchasers are buying the goods on the strength of the personal reputation of the maker, and to permit him to assign his reputation would be to permit the assignee to deceive the purchasers; and
5. That the Gianaclis Company is entitled to no protection from the court because they are themselves guilty of fraud in printing upon their packages "That the American factory is conducted under the supervision of Mons. Nestor Gianaclis, of Cairo."

It was the claim of the plaintiff that the trade-mark had been acquired from Nestor Gianaclis, of Cairo, Egypt, and that the goods were being manufactured under his supervision, but it was shown to the satisfaction of the court by the attorney for the defence that the supervision claimed was nothing more than a correspondence between the factory and Nestor Gianaclis. It was further claimed by him that the personal reputation of an individual such as that of Nestor Gianaclis is not transferrable and that the Nestor Gianaclis Co. could really acquire no valid title to that name, so as to preclude others having the same name from using it in connection with their business.

To make this more clear it might be stated that the Nestor Gianaclis cigarettes were first introduced in this country in 1884 and until 1905 were imported from Cairo. In 1905 the Nestor Gianaclis Co. was formed in Boston and incorporated and have established a factory where they have since manufactured the Nestor cigarettes under the same name. Mr. Gianaclis having sold the trade-mark to the Nestor Gianaclis Co., and that company thus applied for an injunction against Bellos Nestor.

In denying an injunction to the plaintiffs the Judge took occasion to say that for a man to be in Cairo and undertake to supervise a factory in Boston seemed preposterous and that the alleged supervision had not been established.

This decision may possibly affect other brands of cigarettes now on the markets in this country, but we believe that an entirely different construction could have been put upon the case and that it does not have any bearing upon the usage of trade-marks in which personal names are involved, or that it in any manner affects the adopted methods of using trade-marks when based on the law of common property which requires the establishment of a priority of use for the exclusive rights to its use provided it is not contrary to certain specific requirements of that law.

It is still problematical as to what the outcome would have been if a different construction had been placed upon the case by the plaintiffs or if it were taken to a higher tribunal.

Tobacco Raising Successfully in East Texas.

When H. L. Austin, an attache of the comptroller's office at Austin, Texas, returned from a brief visit to his old home at Nacogdoches, he said that that section of East Texas was fast becoming the leading tobacco raising part of the State; that more tobacco was now being raised in Nacogdoches county than ever before, and with the State experimental station operating in connection with the Federal Government station, was proving quite a success and was demonstrating that the finest tobacco to be raised anywhere can be successfully cultivated in that county. There was now a tobacco packing house plant which was operating with a large force of men and had all it can do to keep up with its work.

Norristown Has United Store.

A new United Cigar Stores Co. store has been opened at 64 East Main street, in Norristown, Pa. Mr. Banta, local representative, directed the installation of the new fittings, making it one of the finest cigar establishments in Norristown.

Cincinnati Scrap Factory Sold.

Samuel, Max and Harry Greenwald, of the firm Greenwald Bros., cigar and stogie manufacturers, of Cincinnati, have purchased the business of the Independent Tobacco Co., manufacturers of scrap chewing and smoking tobacco. Samuel Greenwald was formerly connected with the Independent Tobacco Co., and which recently had some difficulties with its creditors, when he retired and joined his brothers in the cigar business. Sig. and Sol. Freigurg, who have lately been in control of the Independent Tobacco Co., disposed of their holdings to Greenwald Bros., and it is understood will continue to manufacture both scrap tobacco as well as their cigar business, but may consolidate both branches under one roof.

The Wechsler & White Company, at Chicago, has been organized with a capital of $2500 to deal in cigars, tobaccos, pipes, cigarettes and smokers' articles. The incorporators are Jesse Lowenhaupt, A. Lamb and S. E. Loeb.

I HAVE noticed with decided pleasure the passing of the loafing crowd in the average corner cigar store. This is one of the most healthful signs of the modern retail idea of merchandizing cigars and tobacco. What more annoying than to step into a nice-looking shop, well equipped, with a clean, bright stock on display, and discover the clerk or clerks busily shaking dice in the rear and so fully absorbed that the presence of a customer becomes an annoyance. The day of the "back partition" cigar store is rapidly passing, never to return.

While in Detroit the other day I stepped into one of the best-situated cigar shops in the city and was delayed some three of four minutes while the clerk finished a "pinnochle deal" back of the partition. When he came out I asked for the brand of cigars desired and he quickly disposed of me without a sale. This was as to be expected. How long will his business stand this method?

The presence in any cigar store of a catch-penny scheme, raffling device, or slot machine has been proved to be not only unworthy of good business methods, but distinctly detrimental to trade. If a man has 50 cents and loses it in a slot machine, he has just that much less to pay for merchandise. If he is a casual passerby, calls in to buy a cigar and drops 15 or 20 cents in a machine when he did not intend to do so, he is likely to shun the shop on his next trip. Fortunately, police regulations in most of the large cities have put a stop to the slot machine evil, but some dealers still think it essential for the upbuilding of their trade, whereas the same time which they devote to carefully watching the machine, if expended in the direction of tastefully arranging the stock and the cleaning out of dead wood, would result in quick and astonishing profits.

It strikes me that many dealers throughout the country hold their window space too cheaply. The advertising man in all the big cigar, cigarette and tobacco concerns of the country is, of course, watching for an opportunity to put in the largest possible display of goods, but my thought is that the merchant who allows the first salesman who comes along to load his window full of one brand of cigarettes or cigars, no matter how good, is making a serious mistake. It never pays to become a biased clacker for one brand of any article. Men differ too much in their opinions and prejudices and the presence in any window of an exclusive display of a certain brand of cigarettes, is likely to drive a callous smoker in another direction. Window space is valuable and a merchant who realizes what a splendid asset it is, is sure to be a leader in his locality.

A brand new stunt was pulled off in New York during Christmas week, when a tramp walked into a cigar store on Third avenue and, approaching a customer said: "Counsellor, I do not want to beg you for any money, but I do want you to stake me to a plug of tobacco. I just got off Blackwell's Island this morning after serving a year and haven't a cent." I asked him what had become of his cash allowance upon leaving prison and he said bad behaviour had deprived him of everything. He was a frank wretch, to say the least, but I bought him his plug and we went off happy.

One of the smaller Broadway dealers who runs a cut rate theatre ticket office in connection with his cigar store, was deeply lamenting the other night the fact that the Metropolitan management was hurting his business by introducing so many Italian operas. He stated that he had been called to the phone a dozen times inside of an hour by a musical-loving Italian, who, in broken English, wanted to know whether he had any tickets for the performance of "Spaghetti," which was to take place that evening. Inquiry developed that Paghacchi was really on the bill, but "Spaghetti" was as far as the broker could get.

I have three dealers in Philadelphia marked, who, without knowing why, will never get a penny's worth of business from myself or any of my associates. It is due to the presence in our offices of three boxes of cigars sent by women relations as Christmas presents. It does seem outrageous that a dealer will stoop to shove off on a woman at an exorbitant price any old thing in the way of a cigar just because she happens to be a woman and is incapable of judging the quality or merits of a brand. However, the man who is forced to smoke a few of them in self defence, or else give them away to visitors against whom he has a grudge, does not forget quickly the depot from which they came. A swindle is a swindle and is a particularly atrocious one if perpetrated upon a woman trying to buy goods which are essentially intended for men.

In this connection I heard a cute little Christmas story the other day about a clever Pittsburg girl with a large circle of men friends, who delighted each one of them on Christmas morning by sending them a box of their favorite brand of cigars. The secret was explained when it was learned that for a month previous to Christmas, whenever she had been entertained or noticed any of these men smoking, she had casually asked them what brand of cigars they liked and jotted it down for Christmas reference. In some instances she slipped off the band or label, where possible, and ordered accordingly.

Suffice to say that such a girl as this will hardly be buying a dozen boxes next Christmas, but will be purveyor-in-chief for "one".

A Chicago tobacconist recently gave the "Inter-Ocean," of that city, a good deal of gossip on pipes, stating that meerschaum pipes, had long ceased to be popular. The reason assigned was that jokes in the paper about men smoking themselves black in the face in their efforts to color meerschaum pipes had made smokers ashamed to be seen with one. The demand for meerschaums now, said the Chicago dealer, is chiefly from committees who wish to make a fine present, say to a popular chairman, or some children to their parents. The danger, too, of a meerschaum pipe smashing when it falls, and other objections were cited.

As to myself, I think that none of these are worth noting. A meerschaum pipe is all right, both for looks and for use and the rich brown comes from steady use is a color worth prizing. This, however, the Chicago man sneers at as of no moment. The same dealer remarked that $80 briar pipes loaded with gold gingerbread were equally impracticable. The gold trimmings, when hot, burn the fingers and the pipes are too la-di-da for comfortable handling.

THE ONLOOKER.

The Cuban Market

From Our
Exclusive Bureau
36 Zulueta
Havana, Cuba.

HAVANA, December 27th, 1909.

It needed no prophet to foretell what was going to happen during the past week. The sales were reduced, because the number of buyers in town was not sufficient to create an active demand, and with the two holidays intervening, besides two rainy days, the required time to examine the purchases made of leaf tobacco was also wanting. The majority of our Northern friends left on Friday evening per steamship "Saratoga," and with the very few buyers now here this week will also be a dull one. Some dealers here think that prices will advance next month, but this remains to be seen, as it will depend upon the actions of the future buyers, and unless they should give the needed impetus which does not seem likely, particularly if the chances for the coming crop should continue to be favorable.

It rained in Havana on the 21st and 22nd of December and with very few exceptions the rains seem to have been quite general over the tobacco growing districts. *El Tabaco* publishes a correspondence about the outlook in the Vuelta Abajo through a trip taken by some of its staff and which speaks rather hopefully about the coming crop. Therefore if nothing unforeseen should occur before the tobacco is cut, housed and dried off, the coming year (1910) may turn out far better than could be expected after the destruction caused by the two hurricanes. There is only one district where the Remates and Montezuelo leaf is growing, extending from Guane and Remates to Mantua; and here the crop is bound to be exceedingly small, as after the prolonged draught, torrential rains, instead of being beneficial, caused damage by washing away young plants and seedlings. Planting still continues and with favorable weather henceforth, even this late planted tobacco may prove to be of a good quality for mixing purposes.

Sales during the past week total 3808 bales, or divided into Vuelta Abajo and Semi Vuelta, 2382; Partido, 188, and Remedios, 1233 bales.

Purchasers were: American Leaf Dealers, 2306; exporters for Europe, 825, and local cigarette and cigar manufacturers, 692 bales.

Exports of leaf tobacco from Havana for week ending December 24th, 1909, were: To the United States, 3353 bales; Europe, 846 bales. Total, 4199 bales.

BUYERS WHO COME AND GO:

ARRIVALS:

I Dankowitz, of I. Dankowitz, New York.
Ellis Arendt, of E. Arendt & Son, New York.
A. Shutan, of Shutan & Co., Chicago.

DEPARTURES:

Sam Mendelsohn for New York.
Louis Goldschmidt for New York.
Allie Goldschmidt for New York.
Lennie Greenhall for New York.
A. Loeb for Philadelphia.

Havana cigar manufacturers are bearing their hard lot with equanimity during the end of the year and are looking forward to a revival in business during the coming month. With a good leaf crop and good business in the United States, as well as in Europe, there ought to be a better demand for Havana cigars, and which after all are an article of luxury that only the well-to-do and rich people of the world can consume. Very little faith is placed upon the future actions of our Congress, as it seems that even with an exhausted Treasury, while there is no money for our agriculturists and very little help or sympathy shown to our cigar industry, this body of legislators is not niggardly in voting money for pensions to its particular friends.

"Sol" is working with increased forces in fine goods, but Behrens & Co. say they would also like to see more orders coming in for medium and low-priced cigars, as a factory needs a variety of orders to work with advantage the different styles of leaf tobacco in a vega. "Fancy Tales of Smoke" is a new brand just launched upon the market by Behrens & Co., which are made under "Sol Special Selection" of the cream of the 1909 Vuelta Abajo crop. The price is $195. per 1000.

The Henry Clay & Bock Co., Ltd., is busy upon Regalia shapes in high-priced cigars.

BUYING, SELLING AND NOTES OF INTEREST.

Sob. de Antero Gonzalez sold 625 bales of Vuelta Abajo and Remedios during the past week.

Samuel Mendelsohn is reported to have added another 500 bales of different kinds of leaf tobacco from the best sections to his former purchases.

José F. Rocha was a seller of 650 bales of Vuelta Abajo to Northern and local buyers.

Bernhard Lichtenstein was a buyer of 700 bales of fine Vegas.

José H. Cayro & Hijo disposed of 225 bales of Vuelta Abajo and Partido.

A. Loeb was quite an active buyer in our market, but having left last week your correspondent was not able to ascertain the exact number of bales purchased for his firm of Karl Strauss & Co., Philadelphia.

Don Antonio M. Calzada returned from the Vuelta Abajo and gives it as his opinion that while there will be good tobacco in the coming crop, the quantity may be small, although the rains have bettered the prospects somewhat. He thinks that the good, heavy, well-cured Vuelta Abajo styles will be good purchases this coming year, and prove to be money-makers to dealers who should buy now, owing to its highly aromatic flavor. A. M. Calzada & Co. shipped 200 bales to their customers last week.

Howard Friend is still here and has invested already quite largely in fine Vegas from the best sections of the Vuelta Abajo, Partido and Santa Clara province.

Puente Granda & Co. closed out 150 bales of Vuelta Abajo last week.

Louis and Allie Goldschmidt were buyers of several hundred bales of all kinds of leaf tobacco.

Jorge & P. Castañeda sold 150 bales of Vuelta Abajo and Partido.

Lennie Greenhall purchased some fine Vegas of Vuelta Abajo.

B. Diaz & Co. were sellers of 114 bales of Vuelta Abajo.

A. Shutan was seen registering several lots of tobacco in our market.

Rz. Bautista & Co. turned over 109 bales Vuelta Abajo to their customers last week.

RECEIPTS OF TOBACCO FROM THE COUNTRY:

For week Ending December 24, 1909.		Since January 1, 1909.
1852 bales	Vuelta Abajo	220,458 bales
132 "	Semi Vuelta	28,868 "
89 "	Partido	33,824 "
-	Matanzas	428 "
1198 "	Remedios	170,983 "
127 "	Santiago de Cuba	9,089 "
3398 bales		463,650 bales

CUBA'S EXPORTS AND IMPORTS.

Recent statistics show a great disproportion between imports and exports of Cuba, and the figures may prove interesting to the readers of THE TOBACCO WORLD. *It is shown that* the United States is the chief consumer of our products, and that the exports from the American Union to Cuba have increased since the reciprocity treaty took effect and could be still further extended if the Washington authorities would only help our cigar industry. The sugar industry, which is really the foremost in importance, can stand on its own feet. Our cigar exports have decreased over five millions during the past eleven months and the year 1909 is the smallest in volume of exports during the past eleven years. Uncle Sam really should come to our relief. The annexed tables show the exportations of cigars and cigarettes to the United States:

Year.	Cigars.	Cigarettes. (Packages.)
1880	153,141,000	.....
1881	108,104,000	.....
1882	98,093,000	.....
1883	99,757,000	.....
1884	112,160,000	.....
1885	175,953,000	.....
1886	157,941,000	.....
1887	162,743,000	.....
1888	219,982,000	.....
1889	226,217,017	.....
1890	223,470,252	.....
1891	182,085,868	.....
1892	154,931,133	42,277,608
1893	147,365,000	38,049,901
1894	134,210,000	40,302,602
1895	158,662,000	41,301,832
1896	185,914,000	46,241,199
1897	123,417,000	No record.
1898	91,612,000	No record.
1899	193,166,736	14,666,828
1900	204,971,393	9,375,976
1901	213,425,089	10,000,715
1902	208,508,550	11,670,155
1903	208,607,450	14,341,445
1904	217,645,082	18,456,877
1905	227,028,521	11,829,076
1906	256,738,029	15,643,275
1907	186,428,607	16,505,104
1908	188,846,784	10,202,896

Charles M. Richardson has secured new quarters in the Flood Block at Waterville, Me., where he will open a new cigar factory. He has been in the business for four years.

A Militant St. Louis Cigar Man.

In the public line light of St. Louis to-day there is no more interesting a figure than William Charles Schutz, vice-president of the F. R. Rice Mercantile Cigar Co. Mr. Schutz is a fighter from the word go. In truth his whole life has been one of constant struggle in business. Having whetted his taste for strife, Mr. Schutz has transferred his activities to the public arena and is now championing the cause of the people for better transportation at lower rates from the railroads entering the Missouri metropolis.

His career has been a most picturesque one. Mr. Schutz is a native of St. Louis, and of German ancestry, his father, Henry Schutz, having once been a retail butter merchant and later a stone contractor. When William Charles began his career with the Rice Co. he was a porter, drawing a salary of $5.00 weekly, at the age of fourteen.

Older St. Louisans remember him as a diffident German lad in blue overalls, packing cigars and sweeping out the store. He never waited to be told to do something, he hunted something to do. While he was nailing up cigar boxes as a porter, he was studying the bookkeeping of his employer. Then he became bookkeeper. When the company needed a man on the road to sell cigars, Schutz was ready to go. Who got it? Why William Charles. Later when the vice-presidency of the company became vacant, Schutz stepped in and he managed the business so successfully that three years ago he retired from active business life with a comfortable fortune.

Recently he was prevailed upon by his friends to run for Councilman and his overwhelming election testified to his popularity. Mr. Schutz's fighting blood soon asserted itself and once in the Councils he has been one of the most consistent champions of better government.

Cincinnati Manufacturer Expanding.

Steps have been taken by Michael Ibold to enlarge his cigar factory at the southwest corner of Ninth street and Central avenue, Cincinnati. The gap now caused by a court in the rear of the premises, the same being 12 by 38 feet, is to be built over to the height of four stories. The buildings to the west and fronting on Ninth street, are to be rebuilt. The scheme also provides for the installation of an elevator and power plant.

A Veteran Philadelphia Tobacconist.

A striking example of vigorous old age is presented in the person of Solomon Linse, of No. 622 South street, Philadelphia. This young old man has been in business at the above address for more than fifty years and next month will celebrate his 81st birthday. He enjoys good health, attends to his business daily, reads the newspapers without the aid of glasses and his hearing is perfect.

Fifty-three years ago, Mr. Linse purchased his first tobacco, in the shape of some "Orinoka Twist" of Fernandez Bros., in Georgia, and although now in the eighties, still enjoys the fragrant weed at the rate of twelve cigars daily.

Ezra W. Hodgkins and Atwood C. Nash have purchased the tobacco business of J. J. Kennedy, at Worcester, Mass.

Extending Tobacco Operations to Egypt.

Combine With $50,000,000 Will Include Turkey and Land of Pyramids.

London, Eng., Dec. 22nd, 1909.

Confirmation of a plan for the extension of the control of the American Tobacco Company and of the British-American Tobacco Company, Limited, to the tobacco interests of Turkey and Egypt, the latter to be brought into the combination through an additional capitalization approximating $50,000,000, is authoritatively stated to be the prime object of the visit to the United States of Mons. Djafer Fakhyr Bey, a lawyer of Cairo, Egypt.

The combination has in view the obtaining of a renewal of the tobacco monopoly concession in Turkey, which now is held by the States interested in Turkish Tobacco Regie, and which expires in February, 1914, on entirely new lines and the amalgamation of the principal firms dealing in tobacco and manufacturing cigarettes in Egypt so as to bring about absolute control of that market.

The foremost tobacco dealers in Egypt to-day are Greeks and Armenians, and at least fourteen of the largest dealers, it is said, have assented to the amalgamation plan. The capital required for the project in Egypt is estimated at $10,000,000. During his visit in the United States Mons. Fakhyr Bey will meet President Taft, and his call may be of a semi-official nature having to do with various matters in which the Egyptian government is interested.

New York, Dec. 31st, 1909.

Fakhyr Bey, head of the Constantinople syndicate which seeks a transfer of the Turkish Tobacco Regie, arrived in New York on the Lusitania. The report that he was coming here to assist in the formation of a new combination with the American Tobacco Co. is denied. It is now stated that he merely wishes to confer with the importers of Turkish tobacco, and that he will then proceed to Washington to see President Taft in a semi official capacity, in which the Egyptian government is partly concerned.

Count Weds Cigar Man's Daughter.

The wedding of Miss Rose Solis, daughter of Raymond Solis, the wealthy cigar manufacturer of Denver, to Count Francis Emerich Gyroy, of Hungary, during December, proved of much interest to the trade in the West. The young nobleman entered the employ of Mr. Solis as a traveling salesman and as such came in contact with many of the Western trade, whom he won by his pleasing personality and business abilty. His association with the Solis business led to his meeting the owner's daughter and the nuptial alliance soon resulted.

Denver Cigar Store Lease Reported.

It has been reported that a rental of $55,000 has been offered for a 99-year lease on the Guldman corner at Sixteenth and Champa streets, Denver, Colo., by the United Cigar Stores Co. This figure, real estate men say, represents five per cent. on a valuation of $1,100,000 per year, and that it is out of all reason to believe it. On the other hand, it is believed that if an annual rental of $35,000 is paid it is all that the property is worth. Besides that a 99-year lease is something new in Denver.

The Augustus Pollack Stogie Co., will not construct a six-story building on Water street, Wheeling, W. Va., as was rumored recently. The general manger of the concern states that it is not the intention to build just at present, leaving the impression that a building would be erected some time in the future.

Changes in United Cigar Manufacturers Co.

Important changes were effected in the personnel of the management and ownership of the United Cigar Manufacturers Co. just previous to New Year. The interests hitherto held by Chas. H. Hirschhorn, Edward A. Kerbs and Mark H. Mack have been sold to Messrs. Jac. Wertheim, Fred Hirschhorn and Maurice Wertheim. Edward A. Kerbs and Mark H. Mack have withdrawn from all connection with the United Co., while Charles H. Hirschhorn, while retiring from the board of directors and from his office of vice-president, will continue for a short time at least with the company to give his advice and assistance in the exploitation of certain plans which they have in view.

President Wertheim, in discussing the change in the general management, stated that Edward A. Kerbs had really not been a factor in the business for some time and that the principal feature of the change was that Fred Hirschhorn and his own son Maurice Wertheim and himself had bought a big block of stock from the three former partners and placed it in a voting trust so that none of it could be disposed of for a period of five years, the stipulation of five years required by law. Such stock as the Wertheim interests could not buy, and it was a large amount, was taken over by a syndicate of bankers.

Under the new arrangement, the board of officers will remain practically the same, with the exception of Fred Hirschhorn's election to the vice-presidency and Messrs. Jack Schiffer, Maurice Wertheim and George L. Storm as new directors.

As is well known in the trade, the United Cigar Manufacturers Co. is a $20,000,000 corporation, controls over a score of factories in the United States and produces something like 400,000,000 cigars annually. Their "Owl" 5-cent cigar is reputed to be the widest distributed 5-cent cigar in the world while their "Robert Burns" 10-cent cigar is a familiar brand in nearly every leading stand in the United States.

Drawback on "Ambassador" Cigarettes.

THE Treasury Department has allowed a drawback on the exportation of "Ambassador" cigarettes manufactured for Phillip Morris & Co., Ltd., New York. In arriving at a basis of adjustment it was decided that the quantity of imported tobacco which may be taken as a basis must not exceed sixty-eight ounces for each thousand cigarettes exported. These cigarettes contain a large percentage of Turkish tobacco.

Big Business of Wilkes-Barre Firm.

Good reports come from Wilkes-Barre, Pa., concerning the business being done by the Sterling Cigar Co., who are located in the Hotel Sterling in that city and do both a wholesale and retail business. The Sterling Co. are wholesale distributors in Wilkes-Barre for the two well-known brands of "Webster" Havana cigars made by Y. Pendas & Algarez, of Tampa, and also for the "Capdevella" cigars made by V. Guerra, Diaz & Co. The Sterling Company have a vault in the cellars of the hotel, in which they have a stock of some 60,000 fine cigars kept in perfect condition by their electric humifier.

Rushing Work at Wilmington, Del.

Work of making the changes to the old plant of the Delaware Cotton Co., on Vandever avenue, to suit the needs of the American Tobacco Co., which concern has leased the building and will start a large factory there, is being rushed. Machinery for the plant is being shipped and the work of setting it up will start in a few days.

From The Tobacco World Bureau, 910 Hartford Building, New York

Vallens' Factory Discontinued.

The cigar factory of Eugene Vallens & Co. has been discontinued, and the premises are now offered for rent. Mr. Vallens has retired from the corporation known as Eugene Vallens & Co. The brands recently manufactured at the Lafayette street factory will be transferred to other factories and will continue to be put out by the Havana-American Company, the "Hall-Mark" at the Eighteth street factory (formerly Harburger-Homan & Co.) and the "Flor de Vallens" at the Tampa factory of the company. The make-up of the goods is to be continued just as they have been under the personal supervision of Mr. Vallens.

Mr. Vallens expects to start again on his own account as soon as he can complete the detail of such arrangements.

The New Regensburg Factory

Mortimer Regensburg, of E. Regensburg & Sons, has just returned to New York after a four weeks' stay at the Tampa factory headquarters, and was accompanied on his return by his brother Jerome Regensburg, who had been in Tampa ten weeks. They now feel confident that the new Tampa factory will be ready for occupancy before March 1st.

Ruth Re-enters Leaf Trade.

Stephen G. Ruth, who for the past five years has been the managing director of the Allen Tobacco Co., recently passing into the control of I. Lewis & Co., has now given up all factory work and will again follow his former vocation as a leaf tobacco broker. Office headquarters have been secured at 136 Water street, and already a goodly number of commission accounts have been secured.

New Cigarette Concern Launched.

Shorty after New Year, a new cigarette house will open to business at 161 Pearl street, under the firm name of A. Zafirus & Co., and in which Chas. Landau, the United States representative of H. Uppman & Co., of Havana, is reported to be a leading spirit. In fact, a few goods have already been shipped by the new firm, but after the first of the year the factory is to be operated with a full force.

Surbrug's Office Removal.

The general offices of the Surbrug Co. have been removed to 81 Day street, and as soon as possible the entire Surbrug plant will be also installed there. There has lately been a gathering of the Surbrug representatives, and who will remain in New York until after their annual love feast. In the meantime plans are being carefully laid for the most active campaign next year that the house has ever undertaken.

Duys & Co's New Line

H. Duys & Co., who claim to be the largest exclusive Sumatra importers in New York, are about to enter on a new departure, by taking on an extensive line of Florida tobaccos for the year 1910. Preparations are now fully ready for a banner year of business, and the house will be represented by the following salesmen: Howard L. and Harry R. Kinney, in the West; J. Howard Grafflin, in Philadelphia, Baltimore and part of New York State; M. A. Levine, in Canada and part of Pennsylvania and a part of New York State; Wm. Neuberg and B. Stranders, in Greater New York City; W. L. Uhler, in Pennsylvania, and Philip Kaffenburgh, in Boston.

Mehr Bros. Offer Settlement.

Through Attorney William Rosin, of 320 Broadway, Mehr Bros., leaf tobacco dealers, at 128 Throop street, Brooklyn, N. Y., have called a meeting of their creditors to consider an offer of settlement of their indebtedness, the amount of which is comparatively small.

Old Lithographer Removes.

The old-established lithographic house of George Schlegel, which for many years had been located at 138 Centre street, is making preparations to remove into their own new and splendidly equipped building at Second avenue and Twenty-second street.

The structure is ten stories high, 85 by 105 feet, and each floor contains 10,000 square feet. The firm has been in business for more than thirty years, and the necessity for this change has been more pressing during the past few years. The new quarters will not only afford ample facilities for the big plant, but it will also permit of the housing of many craftsmen of the house and provide for the steady increase in the business which is being experienced.

P. Pohalski & Co. Remove

The rapid progress made in the manufacture of clear Havana goods by the well-known house of P. Pohalski & Co. is necessitating a removal to more commodious quarters, which have been found at 20 and 22 Laight street. Greatly enlarged facilities are there at their command and which they declare will enable them to give their product even greater care and attention than heretofore.

Hussey's Little Traveler.

The A. Hussey Leaf Tobacco Co. have just issued their Little Traveler for January—the forty-first year for that little monthly visitor. This issue seems more than ordinarily attractive and replete with some good talks to cigar manufacturers. It also contains quotations of prices and other useful information for the trade.

TAMPA TIPS

TAMPA, Florida, Dec. 31.

With the exception of 1907, which was a banner year with our cigar industries, 1909 was the best Tampa cigar manufacturers ever had. The figures of total production by Tampa factories this year will nearly equal those of 1907, and if the beginning of the year had not been so exceptionally backward those figures would no doubt have been considerably exceeded. There is every prospect that 1910 will show a much better beginning and every manufacturer is looking forward to that time with expectant pride.

Shipments this year were close to 255,000,000. That, of course, is not the total production, and which will be nearer 300,000,000, and will exceed that of last year by about 30,000,000.

During the year several factories have been located at Tampa, the largest being that of E. Regensburg & Sons, which when completed will be one of the largest in the country.

The old firm of Sanchez & Haya are also erecting a new building, while Saml. I Davis y Ca., will on January 1st, begin the erection of one of the largest cigar factories in this city.

During the present year the great factory of Y. Pendas & Alvarez was also completed and the factory has just recently moved into it.

It is not unusual for the various factories to close down temporarily at this time of the year, but this year is an exception in that respect, and after a very short interval factories will resume in full operation.

At the immediate approach of the holiday season the rush for cigar stamps was so great that the local revenue office ran short of cigar stamps, but the Jacksonville office came to the rescue, for which our manufacturers are exceedingly thankful.

A member of the firm of Boltz, Clymer & Co., of Philadelphia, has been a recent visitor in Tampa in quest of a factory site.

Baltimore Briefs and Brieflets.

BALTIMORE, Jan. 1.

It is quite within bounds to say that the tobacco industry of Baltimore, whether it be the leaf trade, the plug trade or the cigar trade, is in excellent shape, with its face towards the future and a good year behind. Progress is apparent on every hand. During 1909 enlargements were made in nearly all departments, modern methods were substituted for what was antiquated and most firms invaded territory which they had hitherto neglected or been afraid to enter. The feeling here is one of high expectancy and the city is bound to make a big record in 1910.

The Baltimore Cigar Leaf Association, of which W. J. Sneeringer, Jr., is secretary, are planning their usual January dinner, at which some bright exchange of ideas may be expected at the New Howard Hotel.

The elder Sneeringer, although turned seventy, still interests himself in business and has not allowed advancing years to chill his enthusiasm, nor to prevent his keeping up with the times in all particulars.

The Manchester Cigar Manufacturing Company, 118 South Howard street, Baltimore, have been complimented on their new brand of goods sold as "Havanna Cadets" and registered in a recent issue of THE TOBACCO WORLD. It is considered one of the best names that has yet been thought of for small smokettes and brief siestas of the after-dinner type.

Karus & Co., who are among the foremost cigar manufacturers here, have closed the largest business in the history of the house, and begin the New Year with an abundance of orders on hand for future delivery. Indications are that 1910 will be a most auspicious one for them.

Alfred W. Gieske, of the leaf tobacco firm of Gieske & Neimann, and who is also president of the Baltimore Cigar Leaf Tobacco Association, was among the more unfortunate in the recent snow storm by way of serious inconvenience in reaching his office from his country home.

The genial smiles of I. L. Kemper, of M. Kemper & Sons, leaf dealers, are even more pronounced than usual now that stock-taking is over, and it has been definitely ascertained that notwithstanding the apparently sluggish leaf market during 1909, the results of the year's business are quite satisfactory to the house, which is among the oldest leaf houses in Baltimore.

Heineman Bros., will begin the new year better prepared to supply the "Prima Lucia" brand of high grade goods than ever before, both in quality and style. The average person would probably see little chance for any material improvement over what they showed the trade last year, but the many years of experience have enabled the firm to see greater possibilities in such changes than could a novice.

P. Lang & Co., Baltimore street cigarist, had a very attractive holiday trim of their spacious show window.

Brisk Business in Chicago.

CHICAGO, December 31.

Chicago participated in a very active holiday trade, and dealers stocks are heavily depleted. Distributing houses are therefore hopeful of an early revival of full activities in the new year as stock replenishment is really necessary with the retail dealers.

Local manufacturers are also rejoicing at the turn of affairs toward the close of the year, and are hopefully preparing for greater strides during 1910.

The Havana Importing Co., at 188 Lake St., are opening a branch at Portland, Oregon, for the distribution of their "Rubini" Havana cigars. The branch establishment will be conducted by R. E. Michell, an experienced salesman. The brand has been a noted success locally and there is good reason to believe that the goods will soon find favor in the new territory.

A change was made on January 1st, in the sales forces of the Havana-American Co., when H. H. Manly, formerly with the American Cigar Co., took charge of the forces here and covering Illinois, Indiana, Iowa and Wisconsin. Mr. Manley's predecessor, Frank E. Johnson, takes charge of the American Cigar Co. business.

A petition in bankruptcy has been filed by Kolman Bros., restauranteurs at 271 Dearborn Street. The liabilities are placed at $18,000 and assets at about $12,000. They were formerly in the retail cigar business and it is claimed that liabilities date back to that time.

Thomas Murdock, head of Reid, Murdock & Co., died recently at the Hotel Metropole at the age of 82 years. Mr. Murdock organized the house which he headed in 1865. He was a batchelor and one of three men who endowed the Home for the Friendless.

The Saffra Turkish Tobacco Co., of St. Louis, Mo., has been incorporated with a capital of $2,000, by John G. Saffra, H. D. McConkle, J. A. Dowdall and others.

The Rural Tobacco Co., of Pulaski, Tenn., has filed an amendment to its charter which calls for an increase in its capital stock from $1,500 to $20,000.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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A. M. JENKINSON, 54th and 2nd Ave., New York . . . . . Vice President
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THE NATIONAL CIGAR LEAF TOBACCO ASSOCIATION

JOS. F. CULLMAN, Jr., 175 Water St., New York . . . . . President
CHARLES FOX, 222 Pearl St., New York . . . . . Secretary

EDITORIAL.

Importance of the Firm Back of the Goods.

It appears to us strange that in the matter of general advertising of cigars and cigarettes, the manufacturer sometimes overlooks the value of the firm name as a potent factor in commanding business. The value of advertising a certain brand of merchandise is thoroughly admitted, but in our opinion the brand should never overshadow in the least degree the maker.

Brands come and go, styles change and tastes alter, but the strong old houses in any branch of industry remain intact and their name, when affixed to any brand, new or old, is to the mind of the intelligent consuming public, a valid reason for at least a trial of the goods which are being advertised.

Singer Sewing Machines are known wherever the sun rises. The Singer Manufacturing Company's signs are found as plainly lettered in India as they are in New York, always blazing the fact that therein the products of the Singer Sewing Machine Co. are to be found. The wisest of humans put a value on a good name thousands of years ago, which has stood unchallenged since time began and in looking over the great national advertisers of to-day, it is an admitted fact that the most successful campaigns have been conducted in the placing before the public eye, indissolubly linked, the brands and the maker.

A reputable firm is always proud of its name and brand; the skulker who hides behind the brand name without disclosing his identity is an object of suspicion.

Big Increase in Customs Receipts.

Returns of January 1st show an increase in the Customs receipts of $30,743,720 during the first six months of the fiscal year of 1909, as compared with the corresponding period of the fiscal year of 1908. An increase was shown also of $8,412,000 in the Internal Revenue receipts for the same comparative periods.

As to receipts and expenditures for 1909, as compared with 1908, there is a considerable deficit brought about largely by the immense drafts of the Panama Canal on the Treasury surplus. The Panama indebtedness submitted to Congress December 1st, amounted to $67,000,000 and more. Bonds, however, have been authorized to the extent of $375,200,980 for the construction of the canal, of which amount only some $84,000,000 have been issued. When the remaining $200,000,000 are issued, the Treasury will be fully reimbursed and there will be no need of a scare on account of a deficit.

Tobacco the Football of Kings.

It is not surprising that a cable dispatch from Germany reveals a bitter feeling existant among the masses of the people there on account of the recent grappling of the tobacco market by the home government, as a means of increasing its revenue. The tobacco duties were already high enough to make the weed well nigh a luxury, but the latest German budget seems to rely immensely on tobacco, the great solace of the people, for battleship funds and other expenses in which royalty is so prolific. According to this dispatch the Germans are so restive under the tobacco taxes that they are swearing off from its use in an effort to make the tax inoperative.

Analysis of pretty much all the internal taxation of the European countries would disclose systematized effort to make tobacco respond to the whims of Imperial extravagance. Returning travelers are general in their statement that decent cigars and tobacco are well nigh out of reach in all European countries. Cigars are viler than words can describe and cigarettes of the purer kind are mercilessly taxed. Even plug tobacco, which becomes finally the "quid" of the sailor and landsman, is almost on a parity with silver, ounce for ounce, when the laborer comes to buy.

Why "The World" is only One Dollar a Year.

Recipients of this journal are bound to admit that they are getting a remarkably fine paper for $1.00 a year. We really cannot afford to publish such a fine sheet for the money, but our intention is to place THE WORLD into every live office where tobacco or cigars are made or sold, and hence the almost nominal price we are asking.

THE TOBACCO WORLD, to our mind, would prove a very handsome gift and one very useful, too. Perhaps you have a customer that you would like to be sure of seeing it, and if $1.00 is sent us with the name and address, we will send the paper to the remotest corner of the United States for that money, postage prepaid by us.

New Offices of this Publication.

The Philadelphia offices of THE TOBACCO WORLD have been moved from 224 Arch street to the Beneficial Saving Fund Society Building, 102 South Twelfth street, at Chestnut street. The new offices are sheltered in Rooms 44 and 45 and a cordial welcome awaits the manufacturer, merchant, or salesman at all times, whether in search of information or merely on a friendly visit.

In New York City the headquarters of THE TOBACCO WORLD are at 41 Union square, Room 910. The same cordial invitation is extended the trade to make this their headquarters when in New York.

AMONG CIGAR BOX MEN

Association Work.

The effective work of the Western Cigar Box Manufacturer's Association is still being extended. Efforts were made to re-organize the cigar box manufacturers of the east into a live and active Association, but upon failing in this they were invited to join the Western Association, which several of the larger establishments, including Henry H. Sheip Manufacturing Co., of Philadelphia, and H. W. Erichs, Inc., of New York, did. Others it seems are affiliated with local organizations in the east and indicated that the distance was too great for them to participate in the recent meeting held by the Western Association.

Manufacturer's Reports.

To a Tobacco World reporter Sheip & Vandegrift, Inc., of Philadelphia, said: "We are very well satisfied with our business, and have never had as much work in every branch as we have had lately. Trade increased during the closing months of 1909, although we were not doing night work, and don't really approve of it, but by special effort we got through in ten to twelve hour schedule. There is very little contention as to prices, although the class of lumber used in our line has advanced materially in cost, it has forced us to increase our prices on wood work. We have been obliged to install several additional machines to meet the increased demands. We believe that business throughout the country is showing a much brighter outlook."

Geo. Leikauf of the Geise Cigar Box Co., of Cincinnati, O., said: "Business is all right. We have been working overtime, but have finished our Christmas orders now, but a general rush is due principally to straight business. Business conditions, we believe, will improve materially after the first of the year and the outlook is good. Cigar box lumber seems to be at a stand-still. Much talk has been heard of cedar advancing, due to scarcity of supply in this country, but we bought some cedar at the same old price not long ago. Cedar is a queer proposition anyway. There is no doubt something in the talk of scarcity, but other cigar box lumber remains about the same as usual as to prices."

Bird's Eyeview of Modern Pennsylvania Box Factory

According to a report, business is moving along splendidly at the factory of L. Rickersberger's Sons in Cleveland, O. They said: "We have no kick coming as to business, and have plenty to do, running on full time to keep even with orders for boxes. Our business has increased fully 50 per cent. over last years figures, and in as much as we are scarcely three years old, we consider that we are doing pretty well."

Samuel W. Trost, one of Cincinnati's biggest and best known cigar box men, says: "Business has been booming. Everything is on the jump. We believe it is going to continue too for some time to come. In fact, it must, we need the money."

Trade Changes.

The cigar box business of the W. S. Dow Co., at Toledo, O., has been sold out to H. Meyers & Son, who will continue the business on practically the old lines. Mr. H. Meyers is personally heading the firm and every effort is being made to inject new vigor into the establishment. New improvements have been made in the force and in the working capacity of the plant, and every hope is entertained of being able to enlarge the business when the new firm gets fully under way.

The New Cumberland Cigar Box Co., at Harrisburg, Pa., is erecting a large addition to its plant to be used for warehouse purposes. The company will also employ about fifteen additional hands when the building is completed.

A commission has been issued to the Ponciana Cigar Co., of Charleston, S. C., with a capital of $5000. The company will manufacture cigars.

Badger State Items.

Delivery of the 1909 crops of tobacco at Edgerton, Wisconsin, has now begun, but the crops are not yet fully ready for delivery and consequently deliveries will be rather slow for some time to come. Warehouses will be opened as quickly as sufficient tobacco is available to warrant such action. Some instances of delivery dates having been set has been announced when it is hoped sufficient quantities of leaf will be at hand to start the warehouses.

Andrew Jensen & Son were among the first to open their warehouse, and they are now engaged in sorting.

The Jefferson Leaf Tobacco Co., of Sparta, Wis., has filed articles of association with the Secretary of State, with a capital of $50,000. The incorporators are W. T. Jefferson, who was formerly State manager of the American Cigar Co.; his son, H. W. Jefferson, and D. W. Cheney. It is said they are purchasing a packing of the 1909 crops which will be packed at Sparta.

Dwight Loomis, of Springfield, Mass., a leaf tobacco dealer, has been a visitor in Wisconsin recently.

Other recent visitors in Edgerton were P. H. Gorman, of the American Cigar Co., New York; Norman Carle, of L. B. Carle & Son, Janesville; Myron Green, of Janesville, and F. G. Borden, of the F. G. Borden Co., of Milton, Wis.

Some of the Yellow Poplar Logs Arriving at the Mills of the Philadelphia Veneer and Lumber Co., where they are to be Sawed into Boards for Making Cigar Boxes.

Where Cigar Box Lumber Comes From.

Knoxville, Dec. 31st.

Your correspondent has derived great pleasure in the past, visiting manufacturing plants and had in mind the thought that he had seen the best factories in the United States, but the Southern mill of the Philadelphia Veneer & Lumber Co., at Knoxville, Tenn., is indeed a gigantic model and by far the most complete of its kind that I have ever had the pleasure of inspecting.

The location of this mill is in the beautiful valley of Knoxville, amid the most wonderful growth of fine soft yellow poplar timber to be found in the United States.

As I was piloted from one building to another through the many departments, my amazement was continual at the improved machinery and system of drying machines and patented dry kilns which are simply perfect.

The wonderful system that is in force throughout this great plant would do justice to the greatest financial institutions in our metropolitan cities, yet we find this wonderful system in the midst of a wilderness of timber which looks to be an endless source of supply.

I was informed that this company not only owns the vast region in sight, but controls stumpage for miles of this great yellow poplar timber producing valley.

In their veneering building, where cedar veneers are made, among many slicing machines, one of the largest slicing machines in the United States, is in constant use. This machine has a 13-foot knife. The workings of this automatic machine are marvelous.

Nothing but soft yellow poplar is used in making imitation and veneer cedar and they are manufacturing the highest grade lumber on the market.

This company has passed through the most successful year in its history. While their competitors have found it necessary to raise the price of imitation and cedar veneers, or to use inferior lumber, the prices of the product of this mill remain the same for the superior grade.

Sheip & Vandegrift, Inc., 814-32 North Lawrence street, Philadelphia, Pa., are the exclusive representatives of this mill for the Eastern territory and we want to congratulate this company on having such active and energetic representation in the East.

New Enterprises.

The Bradford Cigar Co. began business January 1st, in the Postoffice Block, at Tulsa, Okla. They will handle leading brands of prominent manufacturers, such as G. A. Moebs & Co., Detroit, Mich.; "John Drew," of A. L. & M. L. Kaufman, New York, and others.

The Equity Tobacco Warehouse, at Boonville, Ind., has been incorporated with a capital of $5000, to conduct a tobacco warehousing business. The directors of the company are W. M. Tooley, J. E. Madden, Edward Roth, Williard Christmas and L. W. Bohn.

A Good Crop of Calendars.

An unusually large number of calendars has this year reached the office of The Tobacco World. They are in a great variety of designs, sizes and colors, but all are pleasant reminders of the donors. Some are of the conventional women head designs in radiant colors well known to lithographers, and some in the more sombre color effects of a combination of shades of ink and color of papers. One of the very largest, and the handsomest in the collection comes from the well-known Philadelphia leaf house of Julius Vetterlein & Co. Others and all of which are fully appreciated come from: Sneeringer & Co., leaf dealers, Baltimore, Md.; The A. Hussey Leaf Tobacco Co., New York; A. E. & W. F. Fuller, leaf tobacco packers, Hartford, Conn.; Dohan & Taitt, leaf dealers, Philadelphia; E. A. Calves & Co., Havana importers, Philadelphia; Wm. Wicke Co., ribbon manufacturers, New York; W. E. Dotts, leaf tobacco dealer, Philadelphia; Hipple Bros. & Co., leaf tobacco dealers, Philadelphia; S. Weinberg, leaf tobacco dealer, Philadelphia, and Louis Walter, cigar box manufacturer, New York.

L. G. Haeussermann & Sons, Philadelphia leaf dealers, are sending to their patrons a vest-pocket combination memo book and calendar.

Southern Mill, Philadelphia Veneer and Lumber Co., Knoxville, Tenn.

Brisk Trade on Pacific Coast.

LITTLE EFFECT OF INFLUX OF MANILA CIGARS—OTHER NEWS NOTES.

SAN FRANCISCO, Dec. 28.

THE San Francisco cigar business was badly depressed during the summer and early fall, on account of the prohibition against slot machines which went into effect last July, and which caused a large number of failures among retailers. For the last month or so, however, the situation has been exceedingly favorable, as credit has again become established, and the retailers remaining in the business are there to stay. They have gotten together in an association, which has already accomplished great good for the trade, bringing about the abandonment of price cutting on cigarettes and cigars not only by the smaller retailers, but by the large organizations. A test case regarding dice games has been established in favor of the cigar dealers, and with the expectation of a liberal attitude on the part of the new city administration prospects for next year are extremely bright.

The holiday trade proved larger than for several years. The jobbers took on little in the way of special brands, but stocked up well on fine sizes and small packs of old-established brands, and have closed out everything in this line that they laid in. Retailers have had a fine run, with unusually large purchases by ladies for Christmas presents.

THE EFFECT OF THE MANILA INFLUX.

With all the millions of Manila cigars that have invaded this country during the last few months, practically all of which have been disposed of within a few hundred miles of the Pacific seaboard, it was generally expected that the sale of domestic and Havana cigars would suffer considerably, especially the five-cent brands which come most in competition with the Manila goods. From present reports, it seems that the local jobbers cut down their orders for such goods to some extent, as they now report a shortage of nearly all Eastern lines. The demand for them has not apparently been affected to any serious extent by the heavy run on the Manila importations, and many of the popular brands are now being rushed through by express.

NOTES OF THE PACIFIC COAST.

Herman Moss, of the S. R. Moss Cigar Company of Lancaster, Pa., is about to leave for a trip East.

The Bouquet-Cohn Cigar Company, which has for several years conducted a chain of retail stores in this city, and a jobbing business extending as far as Nevada, making La Sinceridad brand of Gonzales, Fisher & Co. their leader, are going out of the jobbing business. The head of the firm, Gabe M. Cohn, has organized a new corporation, called the American-Manila Cigar Company, which will handle Manila goods exclusively. The old company has for the last week been holding an auction sale on Market street, disposing of all the stock formerly carried. It is not known whether the retail business will be continued, but the present sale is likely to fill the demand for its goods for some time to come. Mr. Erskine is here looking out for the interests of the La Sinceridad factory. It is unlikely that any agency will be placed for the goods for some time.

R. B. Rothschild, of Kohlberg & Co., the San Francisco leaf tobacco house, has returned from an extended trip to Cuba, where he purchased a considerable quantity of leaf. Paul Leonhardt, who has been traveling for the company in the North, was here for the holidays.

Rinaldo & Beebe, Coast agents for F. Garcia & Bros., recently took up a new five-cent brand, the "Bingo," which they have been introducing with great success through the interior of California. They report a very large sale in this line during the past month.

H. Rinaldo & Co., who have had great success in placing the La Vegga brand of Celestino Vega & Co. in this State, are now working on a five-cent Havana brand, the "Bull Head." They have gone to work energetically with it, and Dave Rinaldo recently returned from the northern part of the State with a large bunch of orders.

M. A. Gunst & Co. report an extremely heavy sale of their leading brands for the last two months, and especially since the opening of the holiday season. Their supply of special packs of Van Dycks and General Arthurs, old and popular brands on the Coast, are entirely exhausted, and it is difficult to make prompt deliveries on the regular packs. Their five-cent Owl brand has been running behind orders nearly all fall. Ed Duffy, outside man for M. A. Gunst & Co., is in for the holidays after a trip through Nevada. He notes some improvement there, but says things are by no means normal.

Los Angeles has thrown out the slot machines, but at an election last week was unable to prohibit shaking dice for cigars.

Frankel, Gerdts & Co., the local manufacturers of clear Havana cigars, completely sold out their holiday pack of eightieths. They still have some fortieths, but expect to clean up all their special packs before Christmas.

J. D. Waterman, outside man for Boltz, Clymer & Co. in the Coast territory, is now in Los Angeles. Their factory is showing a new size of their El Palencia brand.

D. Goldberg, an old-time cigar man, has bought out the retail stand of J. L. Cote at 55 Market street.

Henry Esberg, of M. A. Gunst & Co., has returned to New York after spending some time with the company in this city.

S. Bachman & Co., agents for Cobs, state that the demand has been increasing steadily ever since the line was introduced on the Coast. Some falling off was anticipated on account of the competition of Manila goods, but the sale at present is larger than ever.

James L. Jerichau, one of San Francisco's old-time retailers and sub-jobbers, has just moved from temporary quarters in the Westerd Addition to a fine new store at 520 Market street, where he has a handsome stand for retail business, as well as ample room to store the jobbing stock.

Emil Judell, of H. L. Judell & Co., has just returned from a trip through Northern California, where he took a lot of orders for the Elisardo line. The company commenced an active campaign on this brand early in the fall, and while the moment seemed in some ways inopportune for introducing a new line, it has been placed practically everywhere in the country, as well as at most of the leading city stores.

H. S. ALLEN.

Briar Pipes Preferred.

The best briars come from London and Dublin, and of late Irish pipes are being largely exported. The Irish briars seem to give greater variety in shapes than the English, but both London and Dublin pipes are the last word in a briar pipe. The Chicago dealer wonders that we do not make as good briar pipes in America as in Great Britain and thinks that the trouble lies in the woods. We have the briars here and can cut the amber and make the vulcanite, but somehow we do not seem to be able to reach a top notch briar pipe. The result is that the British briar pipes, after paying a heavy duty, outsell anything shown here. About $4.00, this dealer claims, is the average price of a perfect brair pipe, with very good ones selling at $2.00 and $3.00 and cheap ones as low as 50 cents.

The Connecticut Clubs Tobacco Co., of Hartford, Conn., has filed a certificate of incorporation in the office of the Secretary of State, showing that their stock has been subscribed for as follows: J. McA. Johnson, 50 shares; Leonard W. Frisbie, 50 shares; John W. Forward, 100 shares. The officers of the company are: John W. Forward, president; Leonard W. Frisbie, secretary and treasurer, and J. McA. Johnson, vice-president.

KEY WEST, Dec. 31.

There was a general closing down of the cigar factories during the holidays, but it was rather of a shorter duration than usual, and the time was devoted particularly to the annual stock taking, so that business could again be resumed promptly.

The fall business has been exceptionally good with our manufacturers and the results are highly satisfactory, especially in considering that we had serious hindrances in the earlier part of the year, which naturally curtailed the production perceptibly.

A steady stream of orders has been coming to the Cortez Co.'s factory and a very short recess will be taken by them in consequence.

The construction of several new factories are now being planned or are under way, among which are the Ruy Lopez Ca. and S. & F. Fleites, both of whom are in need of increased facilities for the prompt handling of their fast gaining business.

At a recent meeting of the Key West Cigar Manufacturer's Association, the annual election of officers took place, and the following were elected: President, Francisco Fleites; First vice-president, E. H. Gato, Jr.; second vice-president, John Wardlow; treasurer, C. L. Knowles, and secretary, George Robinson.

The E. H. Gato Cigar Co. factory has been so busy that they do not propose to close down over the holidays, and opened on Monday after Christmas, same as usual.

The factory of the Ferdinand Hirsch Co. will reopen promptly on the third of January.

John J. Heleker and Henry J. Ryan have organized under the firm name of Heleker & Ryan, and on about January 10th next will begin the manufacture of cigars in the Murden Building, 802 South St., Peekskill, N. Y. Both have had experience and also have hosts of friends who wish them success in their venture.

What Is Meerschaum?

This question is often asked and is answered by any of the encyclopedias. When first used for pipes, meerschaum was reported to be petrified sea foam and the pipes brought a fancy price. Chemically speaking, meerschaum is hydrated silicate of magnesium. It is found in Asia Minor and occurs in variable sizes and in irregular shapes distributed through the alluvial deposits. The plains of Eshi-Shehr in Asia Minor are famous for meerschaum. It is found also in Greece and in some of the Grecian islands. In Morocco it is found so soft that when fresh it is used as a substitute for soap. At the Vallecas, near Madrid, Spain, a kind of meerschaum is used as building stone and it has been found in South Carolina. There is no reason why it is not adapted for various art objects and to vessels of utility. For a long time the pipemakers were the biggest consumers. Vienna and various cities in Germany gave meerschaum pipe-making its first great impetus. Imitations of meerschaum for common pipes can be made from hardened plaster of Paris treated with paraffin and colored to certain shades. France boasts a preparation into which potato largely enters and from which very good pipes are made.

Washington Notes.

FINE CIGARS AT THE CAPITAL.

It will not surprise the trade to learn that that progressive manufacturer, H. T. Offterdinger, of 504 Ninth street, N. W., has been forced to provide a building for his growing business, where 150 hands will be kept busy on his various brands of cigars. It smacks no little of Key West or Tampa to get a glimpse of the Offterdinger workrooms, where skilled Cuban and half-Cuban cigarmakers are plying their vocation. His factory is unique in the fact that though far away from tobacco centres, he is making cigars that are coveted by the notables of Washington—a class, we mean, who trembleth not when they see 25, 50 or even $1 indicated as the price of a cigar. One of his choicest brands for the New Willard Hotel has to be retailed, we should judge, at from 30 to 50 cents each to pay the cigar stand a profit. Mr. Offterdinger also specializes in $35 goods, his five-centers being especially esteemed in Washington, which is notably an outlet for nickel smokes. His showroom is tastefully arranged and goods are sold under the rays of the Tungston light, claimed by its patentees as the finest electric light yet perfected. A TOBACCO WORLD reporter examined a number of boxes under the Tungston light, and was surprised to see how accurately the different shades were discernible under the Tungston.

Washenback Company report a good round business in the lines which they handle from the A. C. T. They are jobbers of both cigars and tobacco and boast a desirable and loyal clientage.

Among the famous old corner retail stores of Washington is that founded in 1861 by William A. Henderson at the corner of Ninth and F streets. William A. Henderson died in August, 1908, and left three clever sons to continue his business. These are Messrs. R. M., Charles E. and J. Henry Henderson, their largest business being done at 1432 New York avenue. R. M. is generally found at Ninth and F, but the three brothers keep a weather eye on both of their important stores.

The old house of George W. Cochrane, next to the Raleigh Hotel, is a fine place for good smokes, conducted by Eugene S. Cochrane, who succeeded his father. They are featuring the product of T. J. Dunn & Co., New York, for whose line of goods they are distributors. There is also shown in their show cases a line of the "San Felice" five-cent cigars made by the Deisel-Wemmer Co., of Lima, Ohio.

Equally well known and popular is the store of Daniel Loughran, on Pennsylvania avenue, hard by the Willard. We could mention many other thriving outlets in Washington, but those cited are typical of the place. The retail dealers of Washington are generally prosperous and enjoy a good credit.

FIVE-CENT RIVALRY.

Although there are men in Washington who smoke 50-cent cigars, it is a notable fact that if you strike off the "nought," you get the price of a cigar that predominates at the capital, for it is one of the great five-cent markets of the United States. This is explained by the fact that there are thousands of floaters constantly in and about the hotels of Washington and circulating through its streets, who have a horror of spending more than a nickel for a cigar. Even rich farmers and miners have this somewhat pernicious habit and the average government clerk long since trained himself to a five-cent standard. The result has been a tremendous output of high-grade five-cent cigars jobbing at $35, and while this allows a dealer only one and a half cents profit, it insures a good, clean, fragrant smoke at the five-cent price.

Not a few guarantee their five-cent goods as "pure Havana," but of course everybody knows that there are different grades in Havana, as well as at Danville, Va., or Lancaster, Pa.

New York City.

Business in the leaf tobacco market in this city during the past week has naturally been rather quiet, and with a larger volume of trading done than was really expected there would be. Manufacturers, of course, can not be interested at this time of the year to buy leaf to any great extent, for, as a matter of fact, they prefer not to take on any new goods only to have to include them in their inventory. Consequently, the sales made were for immediate needs, particularly so far as seed leaf is concerned. Indications are rather bright for a more active business soon after the New Year, and the opinion is prevalent that the manufacturers have found that the volume of their business during the past year was really greater than they had expected and stocks are necessarily reduced.

The leaf market closed with a good record of sales, notwithstanding that during a great portion of the year the markets were desultory and inactive. It was simply the result of the accumulation of a large number of smaller sales than has been the rule in former years that has made up the volume of business.

The Sumatra men are rather happy over the fact that their stocks to be carried over into the new year are, if anything, below the average in quantity, and the market seems to be more thoroughly cleaned out than for many years past. Some smaller sized sales have been made during the past week.

Business has continued steady in the Havana market and several good sized transactions have been reported. From Havana it is also reported that business was good up to the holidays, when all the American buyers were making their way home.

Philadelphia.

A moderately good business has continued in this city during the past fortnight, because manufacturing continued in active operations until the end of the year. Salesmen also continued with their usual vocation until the last horn's blow. Few changes are taking place in the leaf trade this year, and salesmen generally are remaining in their former connections. There was a moderate movement of Pennsylvania leaf during the past two weeks among local houses.

PENNSYLVANIA.

Lancaster,

Trade in old goods in the local leaf tobacco market was quiet during the past week. This was due to the fact that the 1908 goods is becoming very scarce. There were some sales of small lots at prices from 16 to 17½ cents, but the majority of the packers are holding out for 18 to 18½ cents.

A number of riders have been touring the county locating the most desirable crops and already a lot of the tobacco has been purchased, although it has not yet been taken off the poles. The curing is now about finished and while the farmers assert that the crop, although short, is a good one, the packers claim that it has cured in colors that will greatly lessen its value. The stripping season has now begun in full blast, and it is expected that after this work is completed the buyers will be out in full force after the goods. The growers are asking from 12 to 15 cents a pound for their goods, but some sales have already been made at 11 cents. It is not expected that there will be much doing in the way of buying during the next week or so, as the packers will be all busy closing their books and winding up the business for the year.

Contrary to all expectations, the leaf tobacco dealers have begun buying the new crop, the early buying, as in the last few years, having been started by representatives of the United Cigar Manufacturers, though they have not yet bought heavily.

Local packers are not anxious to buy, but they are being forced into it, and the only question now is the standard of prices that will be established. A little selling has been done at 12 and 4 cents a pound, but the growers are asking as high as 15 cents, and when they learn that one of the trusts is buying there will be no scaling down prices for the packers, though the latter say they do not expect the average selling price to be above 10 cents a pound.

A great deal of tobacco was taken from the laths, and stripping was general in the county last week. The growers contend that they have much good filler tobacco, even if the leaves are shorter than in more favorable years.

Red Lion, Pa.

Stripping of tobacco is now going on in this section of the county, in fact it is general, as the farmers are anxious to get this year's crop in shape for inspection by buyers. The tobacco differs materially from last year in that it is short-leafed. It is curing nicely, but those who have looked at some of the crops claim the farmers are not assorting it properly and are putting inferior tobacco among the wrappers. There was a little buying during the past few days at 10 and 3 cents. Extensive buyers are not in the field yet and they may skip this year.

The American Tobacco Company, the Eisenlohr's and United Cigar Company have large stocks on hand and they do not need any of this year's tobacco. Usually the buyers for these large consumers are early in the field. Last year by this time over 75 per cent of the crop had been contracted for.

Buyers do not expect to pay more than 10 and 3 for the average crop, but many farmers will hold their tobacco rather than take those prices. They believe the shortness of the crop and the small amount of old tobacco in the warehouses will compel buyers to pay at least 12 cents, if not 15 cents.

CONNECTICUT LEAF MARKET.

Assorters in Connecticut are rather uncomfortable just at this writing owing to the lack of deliveries, and many of the assorting shops are just moving along slowly, running parts of crops and the dealers are making every effort to keep their shops open until they have a damp time and thus prevent their employes from seeking work elsewhere. One manager reports that the conditions are such that it will take hard work to keep the present help employed, and is endeavoring to have the growers deliver part of their crops so that he may not get out of work. In an open letter from Suffield, Conn., published a few days since, the following proposition was advanced for a co-operative marketing of the Connecticut crop:

"The time seems ripe for some men of persuasion and honesty of purpose to go about among the tobacco growers of his section and form an association for protection. At the present time the buyers have the growers absolutely at their mercy and consequently the prices obtained for this year's crop are for the most part below what they should be. Practically all the old crop in this section has been picked up even to the despised 1907 crop, which has nearly doubled in value in the last two or three months, and the manufacturers must have the new crop. After two or three poor crops, the growers must have money and it is this condition that the dealers take advantage of and hammer the growers down to the lowest possible notch. Could the growers get together and stand together for two years they could get much better prices for their tobacco, and would be in much better condition financially and physically. Some sort of co-operative warehouse could be started, as there is plenty of capital that could be procured to finance such an undertaking. Farmers with plenty of capital get more for inferior crops than men with better goods who lack financial backing."

The foregoing idea is an excellent one if properly handled and backed by sufficient funds. The fruit growers of the South and the cranberry growers of New Jersey have each within recent years organized an association which has worked wonders in the matter of marketing a valuable crop, with justice to both the producer and the merchant. Some years ago, if we recall aright, an attempt was made to handle the Connecticut crop by an association headed by Chas. King, of Hartford, but Mr. King lacked both the money and the proper executive capacity to make the venture a success and it fell of its own weight. A movement just at this time by the leaders in the fields would undoubtedly receive support and encouragement if the growers were properly approached.

WISCONSIN.

Good prices and brisk buying have been decidedly in evidence as far as the Wisconsin crop of 1909 is concerned during the past ten days. A larger crowd of buyers have been on hand than at any time since harvesting began and choice selections have uniformly brought good figures

If the present activity continues, there are quite enough buyers in the market to make a quick clean up of the entire crop and reports thus far indicate that at least four-fifths of the whole crop grown has already been sold. The average price for recent sales has figured around 7 cents, but there are a number of buyers in the field who seem quite disposed to pay as high as 9 or 10 if the goods will stand it. The consumers of leaf who are really in need of stock and have failed to protect themselves, are just a bit on the anxious seat and are covering their needs as quickly as possible.

Little of interest can be reported about the old goods market. The most noteworthy transaction of the past week was the purchase by Joseph Mendelsohn of some 500 cs. mostly '08 "B8s," which he picked up from local dealers. A few initial deliveries of the '09 crop have been made during the past few days, sufficient to start one or two of the warehouses, but this is only a straw and the present week should see business coming strong at all the big points. The last report for the week showed 966 cases sent out from this market.

THE KING OF SMOKERS and THE SMOKER OF KINGS

Edward, the Seventh, Keeps Royal Cellars Well Stocked With Havanas.

Uncle Joe, the First, Rules the House as a Czar, Smoking His Cigar.

We have never been within the sacred portals of St. James' Palace, but from the descriptions garnered from those who have been so fortunate, we learn that the Christmas holidays' demands for cigars and cigarettes in the royal cellars taxed their capacity. King Edward, as we all know, has been an inveterate smoker for years, although recently, on the advice of his physician, he has tried to curb his habit. The King does not care much for cigarettes and is seldom seen smoking one.

On the other hand, both the Prince of Wales and Prince Arthur of Connaught are heavy cigarette smokers. The King, himself, prefers cigars and smokes moderately of the best that can be obtained. Edward's cigars come from a select plantation in Cuba. They bear no maker's brand and are packed in perfectly plain boxes, when they are stored in his cellar for maturing. This cellar is reputed to have one of the most complete equipments for the preservation of tobacco existent. The King's cigars are not very large and if they could be sold in the open market, it is estimated that they would bring about 75 cents each.

A few years ago, His Majesty was fond of a briar pipe and was often seen smoking one as he strolled around the lanes at Sandringham. To-day, however, he has abandoned this form of smoking and keeps almost exclusively to cigars.

Probably no man in public life in this country to-day is more inseparably linked to his cigar than Joseph Cannon, Speaker of the House of Representatives. Everywhere, in the press and day after day we see the smiling countenance of "Uncle Joe" puffing his favorite Perfecto.

Persons who know the Speaker, say that he smokes on an average 25 cigars a day, but there is no way of proving this except through the smoker himself and he does not talk about his personal habits for publication. Certain it is that every time you meet this politician in Washington, whether in the committee rooms, on the steps of the Capitol, on the streets or in the park, he has the omnipresent Havana curling smoke from his lips.

If tobacco is harmful, as some of the reformers would have us believe, "Uncle Joe" must be immune to its ravages. His nerve is as steady, his mind is clear and his head is strong and ready to swat an enemy, as he was twenty years ago. Cigars seem to have been his diet and sustenance.

By the way, why has not some enterprising cigar manufacturer adopted the name "Cannon Smokes" as a trade-mark? If this has not been pre-empted it would be a popular brand

Strike in New York Factory.

A strike occurred at the cigar factory of B. Feifer & Co., Seventieth street and Second avenue, recently. The factory has been operated on the "union" system, and when the manager of the factory dismissed several cigarmakers, whom it was alleged were short on their stock accounting, a sympathetic strike ensued.

Lower Taxes Agitated.

It is learned that some of the Wheeling, W. Va., stogie factories are aggitating the possibility of a lower tax on stogies. The matter has been taken up by them with their Congressman, and they are now anxiously awaiting some developments.

Oh, What a Time They Had!

The Agricultural Department report that Europe took fully twenty-five millon dollars' worth of American tobacco, out of a total export in the fiscal year 1909 of thirty-one million.

Lindquist Brothers have succeeded to the retail cigar business of Harry McCourt, at Rockdord, Ill.

No Philippine Tobacco Wanted.

The New England Tobacco Growers' Association, booked to meet at Hartford in annual session January 11th, will, for one thing, pronounce against the free admission of all Philippine tobacco into our market. Dr. Jenkins, of the Connecticut experiment station, and J. B. Stewart, United States tobacco expert, and others are down for addresses.

Shortage of Tobacco in Connecticut.

The tobacco warehouses at Suffield, Conn., were running full force January 1st, but fears are expressed that a shut down must come for the want of tobacco. The farmers are reported to have taken down but a small portion of their crops. Buyers have bought supplies enough, but the farmers have been derelict in getting the stuff ready for the markets.

The cigar factories of L. P. Bissel and Hastings & Brown, Thompsonville, Conn., were closed the first ten days of this year for inventories.

The Williamstown, Ky., Tobacco Company has incorporated with a capital of $1,000,000. R. T. Dickerson, E. D. Webster and J. W. Glover figure as the owners.

Theobald & Oppenheimer Co. Banquet.

The year of 1909 will not really come to a close in the cigar trade of Philadelphia until Monday, January 3d, upon which date the Theobald and Oppenheimer Co. will tender their annual banquet to their sales forces, department heads, factory foremen, etc., as has been their custom for some years past. There will be given this year a ten-course dinner. The menu of which will be truly characteristic of this enterprising firm. There will be gathered upon that occasion President John N. Kolb, Vice-President A. J. Rigley, Secretary Joseph L. Greenwald, and Treasurer, Mr. Dee. Notably among the salesmen will be E. S. Reynolds, representing the house in the East; W. H. Clarke, of Chicago; "Bill" Cain, from Kansas City, and "Sam" Soda, from anywhere. No Soda had been included in the menu card, but it will be there just the same and the gathering can safely depend upon "Sam" for much of the merriment of the occasion.

New Home for "44" Cigars.

During the night of December 31st, the "44" Cigar Company will affect the transfer of his factory from 1237 Filbert street to their own new building, Eleventh and Warton streets, where they will have all modern facilities which human ingenuity has produced and that money can buy. Offices of the firm have also been removed from "44" Twelfth street to the factory headquarters. A department will be continued at the Twelfth street address for the present.

Heilbronner & Jacobs Expanding.

It is now long a matter of contemplation with Heilbronner & Jacobs, makers of the "Havana Brown" and other brands of cigars, to increase their factory facilities. Plans have developed so far that specifications have been drawn for the erection of a new building at Lansdale, Pennsylvania, which is designed to accommodate at least 250 hands. The house has recently secured the services of Harry M. Kreh, who has been long identified with the cigar trade. Mr. Kreh will begin his duties on January 1st as general office manager, which will greatly relieve Sam Jacobs and enable him to make more visits to his old customers. Mr. Heilbronner, the senior head of the firm, expects to leave at an early date on an ocean trip.

Julius Vetterlein Admits Sons.

Julius Vetterlein, who for many years has been engaged in the leaf tobacco business under the firm name of Julius Vetterlein & Co., at 115 Arch street, will admit as members of the firm his two sons, Harry C. Vetterlein and Theodore Herman Vetterlein on January 1st.

This firm is one of the oldest in the leaf tobacco business in Philadelphia, having been established about 1835 by Theodore Herman Vetterlein, father of Julius Vetterlein, and grandfather of the young men who are about to be admitted into the firm. Both Harry and Herman have been associated with their father in the business since leaving school several years ago and have learned every part of the business, not only as conducted in Philadelphia, but in Cuba and in various other cigar leaf growing States where the firm has extensive holdings. We congratulate both father and sons upon this indication of perpetuating the firm name of Julius Vetterlein & Co.

Record Sales of Havana Ribbon.

Sam Bayuk, head of the cigar manufacturing firm of Bayuk Bros., at Third and Spruce streets, makers of the Havana Ribbon and other popular brands, informed a Tobacco World reporter a few days ago that their sales of the Havana Ribbon during 1909 had eclipsed, by long odds, all previous records. During the year just closed the exploitations of this brand have been extended into many new fields with much success. The firm during the past week has been entertaining B. W. Thompson, a Western representative of the house whose headquarters are in Indianapolis.

Rosenberg-Frank Nuptials.

Miss Grace Etting Rosenberg, only daughter of Charles C. Rosenberg, head of the El Provedo Cigar Co., now at Key West, Florida, was married on Sunday, December 26th, at the St. James Hotel, this city, to Mr. William C. Frank, a member of the firm of Frank Bros., which is reputed to be one of the largest shoe firms in New York City. It was purely a family affair and aside from the bride's father the only member of the cigar trade present was Harry N. Goldsmith, of the popular cigar distribution house of Goldsmith & Arndt, of this city.

El Wadora Slogan for 1910.

Sig C. Mayer & Co. begin the new year with the brightest of prospects. Even during 1909 when a few other manufacturers were complaining of dull business their factory was not only busy, but there was a growing necessity for additional facilities. These have been supplied by the recent opening of as additional factory which now makes a total of three factories that are being regularly operated by this firm. The strides made in the sales department of this firm since 1907 would be almost unbelievable to the man who didn't really know. From less than a million the production of this brand during its first year there are now eight figures necessary to note the output in numbers. No cessation at all was made through the holidays and bright and early on Monday morning of January 3d, all of their factories resumed on full time. This must indeed be highly gratifying, in view of the fact that they are among the youngest firms in the city. E. D. Marshall, whose name is a veritable password among the jobbers of the Pacific Coast, recently made a short visit to factory headquarters here.

Morris Langsdorf Makes Statement.

Morris K. Langsdorf, the well-konwn head of the cigar manufacturing house of J. Langsdorf Sons, and who is regarded as one of the most conservative manufacturers in the city, gave the following statement to a Tobacco World reporter:

"We are confident of the rapid return of good times, and so far as our business is concerned it is already showing itself, having booked orders that will take our product until March or April."

The Change in Weiner Bros.

Since the dissolution of the cigar manufacturing firm of Weiner Bros., business has been removed from Sansom street to 501 South Fifteenth street, where it is being conducted by J. Weiner individually.

Salesmen Visit Factory.

For more than a week nearly every active cigar manufacturer in this city has been devoting considerable time and attention to their salesmen who have been here visiting headquarters. The concensus of opinion is that they will establish new records of sales during the forthcoming year and they return to their work in a particularly cheerful mood.

Trade Notes.

Adolph Loeb, of K. Strauss & Co., recently returned from a visit to Cuba, and where he made considerable purchases of choice selections of Havana for their extensive trade.

Geo. P. Bushnell, representing the Scotten-Dillon Tobacco Co., Detroit, Mich., spent the closing days of the year of 1909 in this city. Mr. Bushnell reports that the results for the year were all he could desire.

J. C. Boltz, a son of John H. Boltz, of Boltz Clymer & Co., of this city, has returned from a visit to Tampa, where it is said they contemplate opening a cigar factory in the near future.

The B. H. Steifel Cigar Co., who have been operating a cigar factory at Souderton, Pa., on December held a meeting of creditors at the law offices of Fox & Rothschild, in the Drexel Building. It is understood that an offer of settlement with creditors has been made.

H. Hirschberg & Bro., will remove their leaf tobacco warehouse within a short time to 312 North Third street.

The Tuck Cigar Co., at Market and Water streets, report a very large increase in their business since the introduction of a modern coupon system. Mr. Tuck is now engaged in spreading the system about the city.

Samuel Lipschutz Killed by Fall.

Death in a tragic form claimed Samuel Lipschutz, last month, when he fell down the elevator shaft from the fifth floor of the cigar factory of his brother, B. Lipschutz, 1237 Filbert St., Philadelphia.

SAMUEL LIPSCHUTZ

At the time of the accident, Mr. Lipschutz was busy directing the packing of Christmas cigars and in haste to effect shipments he stepped backward into the shaft, the guard of which was left open by a defect in the apparatus, and was precipitated to the bottom.

When he was picked up at the first floor, it was discovered that both legs were broken and he had sustained internal injuries which resulted in almost instant death.

The deceased was 37 years old and for a number of years has been associated with his brother successfully in the manufacture of cigars. In addition to his interest in the business, he acted as superintendent of the factory.

Eskimo's Pipe Made of Walrus Tusks.

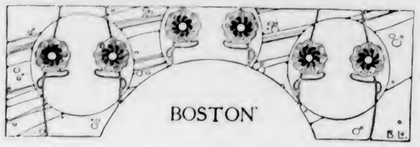
The pipes used by the Eskimos are quite different from those of any other North American race, and in the shape of the bowl more resemble the opium pipes used by the Chinese than anything else. The old pipes were very small in the amount of tobacco that they would hold, for in former days tobacco was extremely scarce, and in its use was most carefully husbanded.

There was therefore a wide flaring margin to the pipe to catch any grains of tobacco that might be spilled in filling it, then there was a hollow which would hold a pinch of tobacco half as large as an ordinary pea and a rather wide hole passing down through the base of the bowl which fitted into the pipe stem. The bowl of the pipe was of ivory, stone, brass or copper.

The pipe stem was curved and had a mouthpiece. It is said that the small hole running down through the base of the bowl and into the pipe stem was usually plugged with caribou hair to save any grains of tobacco that might otherwise have passed down through this aperture and so be lost. The smoking of such a pipe would not last long, and we may presume that a very few draws would exhaust it. The smoke was, of course, taken into the lungs.

The Eskimos are known to be extremely skillful in the representation of scenes and objects, while the Indians of Queen Charlotte's Sound and generally all the natives of the northeast coast of America are famous for their carving in wood and in a black slate. Handsomely carved Eskimo pipes of walrus ivory from northwestern Alaska have on each side of the pipe, that is to say, on four more or less flat surfaces, scenes from the daily life of the Eskimo. Of these the two sides on the right hand of the pipe, as it is held in position for smoking, appear to represent the period of cold weather, late autumn, winter and early spring, while those on the left hand side of the pipe represent the summer life of the Eskimo.

The Customs tobacco stores at Alexandria, Egypt, containing $5,000,000 worth of stock, were wrecked by fire January 2nd, though much of the tobacco was saved by German sailors anchored in port. The loss is estimated at $1,500,000.



Boston Bureau—The Tobacco World,
212 Hanover Street,

BOSTON, Dec. 31, 1909.

THE holiday trade has come and gone, but it was a prosperous period with all the dealers while it lasted and merchants throughout the city say trade started earlier and continued for a longer period and in greater volume than for many years previous during the same season. The favorable weather preceding Christmas proved a very potent factor in the profitable business. The snow storm reaching us on Christmas day had held off just long enough not to impede traffic during the rush of the holiday trade.

The cut rate war is still on here between the leading druggists on all the more popular brands of 10-cent cigars which are being sold at 5 cents. Take for instance the "J. A." brand. It costs $63 in five thousand lots. It can be readily figured out that at 6 cents each money is being actually lost by some of the druggists, and various small dealers about the city are buying the goods in lots of 25 and the jobbers charge from $6.50 to $6.70 per hundred in such quantities.

R. G. Sullivan's calendars advertising the "7-20-4" cigars are being liberally distributed about the city by a local jobbing house.

At the Erlich & Kopf's Court street establishment the holiday trade was very large and more fine meerschaum pipes were sold by them than ever before during any Christmas season.

The Nathan's Jewelry Building Cigar Stand did a splendid cigar trade in box quantities and it is noteworthy that the demand was largely for fine goods.

The Jaynes-Riker Co. and other cut-price druggists did a land-office business last Friday evening in the sale of the popular brands of 10-cent cigars at 6 cents straight. At times access to the store could hardly be obtained.

Sam. Bernard, the Hanover street cigarist, goes to Newport to-day to spend New Year's day in visiting friends.

The Mentor Co., makers of the "Ramly" cigarettes, tendered a banquet to their salesmen last week at the Hotel Essex. E. J. Costello, the genial manager of the Mentor Co., was presented with a fine silver-handle silk umbrella and a box of imported cigars. F. C. Bassett, treasurer of the company, also received an umbrella. Both gifts were presented to them on behalf of the salesmen. The Mentor Co. has just concluded a year of very satisfactory business and the sale of the "Ramly" cigarettes was the largest in their history.

Frank Swick, who represents the Surburg Co., in Boston, is liberally handing out nice memo books with a silver-mounted lead pencil as a souvenir of his firm.

Rosenthal Bros., jobbers, had an exceptionally big holiday trade this year. Their "R. B." special cigars packed in tin boxes in fortieths were featured during the week in all the leading cigar stores and the sale of the goods shows a perceptible increase.

The Boston Smoker Cigar factory has issued a very attractive calendar which is now being distributed about the city and suburbs.

Business in the leaf tobacco trade has been quiet. Salesmen generally are at home at present, but will return to their respective territories soon after the beginning of the new year.

Ben Ali.

Year's Business Closes Strong in Detroit.

DETROIT, Dec. 28.

DETROIT cigar manufacturers are quite agreed that had the year started with as good a volume of business as was transacted at the close, 1909 would have been a banner period for trade. In the early part of the year orders, while rather plentiful, were not heavy and plants in many parts of the city were putting in only half time. Following the inauguration, business began to improve and has continued so since.

Prices have remained firm during the closing months and little anxiety is expressed over prospects. Orders received for future delivery are heavy and plants are all running full. The state labor law which prohibits female labor from working more than 54 hours a week is all that prevents many manufacturers from going into overtime. In those plants where male help is employed principally, extra hours are being put in.

The leaf tobacco dealers also report a good volume of business. The demand has held up steadily since the middle of the year and the probabilities are that it will continue so through the remaining winter months. Some plants report orders already on hand for delivery in the spring.

Wholesalers of tobacco and cigars report an increased business. The holiday season brought with it its usual heavy run on the different brands which are popular in the local market, and anticipating the trade, dealers laid in stocks. Collections are easy and little anxiety is evinced over the future.

Retailers report a good business. The holiday trade demand exceeded that of last year and the year's business figures were far in advance of the 1908 total. An inventory in several of the stores shows good stocks on hand and a heavy business—especially so during the last five or six months.

The different downtown windows were tastily decorated in observance of the Christmas season.

Alma cigar dealers recently held a sugar beet raising contest. It was a success and will be repeated next year.

John W. Lytle, of Sherwood, reports a good volume of business for the holiday season. He specialized in different brands.

C. A. Jay, a former cigar dealer in Bay City, died in Indianapolis, Ind., recently. He was 76 years old and is survived by six children.

The W. G. Custin Cigar Co., of Grand Rapids, has incorporated with a capital of $10,000, fully subscribed. Those interested are William G. Custin and Benjamin Lubetsky, $2500 each, and Reuben Roden, $5000.

There is a war on between cigar and candy dealers in Kalamazoo. It is claimed that trade is injured by dice throwing for candies in the cigar stores. The police placed a ban on dice shaking for candies. The cigar dealers threaten to get even.

Michigan authorities are enforcing the law recently enacted by the State Legislature, prohibiting minors from using tobacco in any form. The penalty for selling tobacco is a fine of not less than $5 nor more than $50, or not less than ten days or more than thirty in the county jail, or both.

Secretary Walters, of the Detroit police department, recently caused tobacco dealers woe when he declared that a slot machine that gives a nickel's worth for five cents, but which offers a chance of winning more, may still be classed as a gambling device and is barred from the city.

Grand H. Rouse, vice-president of the Detroit Cigar Manufacturing Co., and who was struck by an automobile recently, is dead. His injuries were not first regarded as fatal and he was thought to be on the road to recovery when a relapse came. The deceased was a member of the F. & A. M. and also the B. P. O. E. He is survived by a widow.

The Standard Cigar Co., of Juneau, Wis., has filed an amendment to its charter increasing its capital stock from $5000 to $15,000.

PROBLEMS OF THE RETAILER

CHOSING THE LOCATION.

It is the judgment of more than one successful retail dealer that the requisites of a successful retail cigar business begin with a proper choice of a good location. It would be profitable, therefore, to study carefully the locations selected by other successful dealers. The location should be in the midst of a popular business centre, where the better class of business men pass to and from their establishments during the day and early evening. In fact, the store should be within easy access to business men of all kinds.

Often a cigar store located near a popular hotel, post-office, railroad ticket offices, etc., or in a place where business men congregate. The store need not necessarily be large, for a great amount of business can be done by an active retail cigar dealer without requiring a great deal of room. Substantial, sensible and attractive fixtures only are necessary to attract the best trade, but above all cleanliness of both store and person, as well as stock is absolutely indispensible.

The stock should be of the first-class full value kind together, sold with courteous attention and alacrity.

Job lots and second hand goods will never bring the retailer's business to the profit paying point. Retail cigar dealers cannot get something for nothing any easier than other people can, and hence great care should be exercised in the purchase of goods. Quality should be the object above everything else, even regardless of a few cents or a dollar or two in the price of a thousand cigars.

Everyone who looks for inside prices will get them, and usually quality is secured that corresponds with the prices. Ninety per cent. of reduced price purchases are unprofitable, because something usually is wrong with the goods.

ADVERTISING AND WINDOW DISPLAYS.

Advertising and window displays cannot do it all. So many retail dealers after they succeed in securing good window displays and clever advertising, stop there. They sit around and wait for results—so do their clerks. We believe that more than this is necessary to win success to-day. Everyone tries to have good windows; everyone advertises in some form or another. Therefore the wise dealer will try to do more.

We are now going into a period of temporary depression. The effect of this will be felt upon all business and especially at the net result end of every store. Many stores will be run without a profit unless certain re-adjustments are made. It seems to us that there are great opportunities for "the idea atmosphere" in a store to be improved. Also that the individuals in the store could do things to bring more business into it, and not depend alone on the advertising and on the window displays of the store to do it all.

To reduce the expenses of operating a store is difficult, but to increase the efficiency of each individual ought not to be so difficult. Every live retail cigar dealer should develop his executive ability. There is still a great amount of "latent talent" in each one of us, and it ought to be developed.

Frequently the work of two men can be merged, so that one possesssing salesmanship ability can devote his energies to getting new business, through new work, new ideas and the other looking after store details. New situations confront retailers and changes should be made quickly to meet them.

TWO MINUTE CHATS WITH RETAIL CIGARISTS.

Success is not gained by the man who misrepresents his goods.

Cigar dealers should be very careful not only to gain, but to hold the confidence of his customers, for people will give the bulk of their trade to the man in whom they have the most confidence.

A reputation of having never misrepresented your goods, you will find that even while your customers may run for bargains to some other place, they will again come back to you upon the first deception that is practiced upon them by unscrupulous dealers. And on the other hand you will also find that a customer who finds that you have misrepresented something will feel like buying only of you in cases where he is willing to trust his own judgment.

Post yourself thoroughly on what the manufacturer claims for the goods you sell, and then confine your own claims to those made by the manufacturer and which he will, no doubt, agree to back up.

Every article of merit has plenty of good talking points, and it is up to you to find them out and then no misrepresentation will be necessary to effect sales.

If you will keep your statements well within the facts, you will find that purchasers do not expect the impossible.

A TEST OF POLITENESS.

The United Cigar Stores Co., as is well known, lays great stress on politeness to customers on the part of its clerks. The clerk is supposed to meet all kinds of grouchiness with a smiling countenance and no sort of stupidity must excite his irascibility. An example, possibly apocryphal, of what the clerk has to put up with is given thus in the latest number of the "United Shield":

The chief clerk of a New York store encountered a hard customer the other day. The customer laid down his money and said:

"Hassans."

While the clerk was getting the cigarettes the customer said:

"I want my coupon."

The clerk handed the customer the package and the coupon.

"Matches," said the customer, and got them.

"More matches," said the customer, and the clerk complied.

"What time is it?" said the customer.

The clerk told him and looked pleasant.

"My father wants to borrow your step-ladder—where is it?" was the final shot, at which the clerk fainted dead away.

Mail for the Tobacco World.

Correspondents of this journal are kindly asked in all instances to address "THE TOBACCO WORLD," 102 S. 12th St., Philadelphia, Pa.; simply this, nothing more.

If the matter concerns some particular member of the staff say so inside and it will have better and quicker attention than if addressed to him individually.

Lots of important mail gets dilatory attention by addressing individuals rather than firm or corporation.

HABANA

ENHORABUENA.

Desde este número EL MUNDO TABACALERO, que ha sido publicado por 28 años en Filadelfia, pasa en manos de una nueva corporacion. Nuestro objeto es publicar cada dos semanas la mas brillante, le mejor editada y limpia revista de todas las conocidas en este comercio. Nuestra atención estará principalmente en el mercado Cubano; puesto que constituye el tronco de la manufactureria tabacalera, presentando en español, cada edicción una breve revista de todos los hechos interesantes publicados en otras columnas de EL MUNDO TABACALERO.

EL MUNDO TABACALERO ha sido siempre *amigo de todos los individuos de su rama*, y cualquiera información que se desée por quien no posea el idioma inglés, dirijiéndose á nosotros en español gustosamente le contestaremos en dicho idioma.

El objeto de nustros coolaboladores es visitar regularmente los centros tabacaleros de Cuba, Puerto Rico y sur de Florida, además de mantener continua correspondencia en dichos puntos, esperando por lo tanto hacer y conservar un círculo grande de negocios para los amigos quienes usaren EL MUNDO TABACALERO en todo posible modo para los mejores intereses de la industria en general.

Nuestra direción en la Habana se halla en la calle Zulueta no. 36, desde dónde EL MUNDO TABACALERO por largo tiempo se ha notado por recivir las mas brillantes y últimas noticias del dia que cualquier otra revista.

HABANA, Diciembre 27 de 1909.

Como no requeria que un profeta lo predijese, lo que habia de suceder durante la semana pasada ha resultado un hecho, las ventas han mermado aun mas, pues el número de compradores en plaza fué insuficiente para crear una demanda activa y con la intervencion de dos dias de fiesta además de dos dias de lluvia, el tiempo requerido para examinar las compras hechas de Tabaco en Rama se hizo tambien deseado. La mayoria de nuestros amigos del Norte se embarcaron el Viernes por la tarde por el vapor "Saratoga" y con los pocos compradores que han permanecido aqui, esta semana tambien será de inactividad. Algunos almacenistas aqui creen que los precois subirán en el próximo mes, pero esto tiene aun que verse, pues dependerá de la actitud de los compradores que lleguen en lo sucesivo y á menos que ellos desarrollen el impetus, no es muy probable que suceda, particularmente si los prospectos para la cosecha venidera continuan siendo favorables.—

Durante los dias 21 y 22 de Diciembre llovió aqui en la Habana y con muy pocas excepciones la lluvia parece haber sido general en todos los districtos donde se cosecha tabaco. "El Tabaco" publica un articulo acerca de las probabilidades de la cosecha en Vuelta Abajo, por mediacion de un viaje hecho por sus redactores, quienes se expresan muy esperanzados sobre la próxima cosecha; por lo tanto, so nada imprevisto ocurre antes de que el tabaco sea cortado, almacendo y secado, el año 1910 puede aun rendir mejor tabaco que el esperado después de los destrozos causados por los dos huracanes. No existe mas que un distrito (donde crezcan las hojas de Remates y Montezuelo) extendiéndose desde Guane y Remates hasta Mantua y aqui la cosecha tiene que ser forzosamente pequeña, pues despues de una prolongada sequia, unas lluvias torrenciales que cayerón, en vez de beneficiar las plantas causaron grandes estragos llevándose éstas y tambien los semilleros. Aun continuan sembrando plantas y si el tiempo es bueno en lo sucessivo, quizás aun el tabaco sembrado tarde puede resultar de buena calidad para ligas.—

Las ventas durante la semana pasada ascendieron á 3803 tercios, divididos en Vuelta Abajo y Semi Vuelta 2382 tercios, Partido 188 y Remedios 1233 tercios.

Los compradores fueron: Almacenistas Americanos de Tabaco 2300 tercios, exportadores á Europa 825 y los fabricantes de tabacos y cigarros del pais 892 tercois.—

Las exportaciones de Tabaco en Rama del puerto de la Habana durante la semana finalizada en Diciembre 24 de 1909 fueron:—

Para todos los puertos de los Estados Unidos..			3353 tercios
Para todos los puertos de Europa.....			846 "
Total			4199 tercios
Compradores llegados é idos.			
Llegados:	I. Dankowitz,	de I. Dankowitz,	New York.
	Ellis Arendt,	" E. Arendt & Son,	"
	A. Shutan,	" Shutan & Co.,	Chicago.
Se embarcaron:	Sam Mendelsohn,	para New York.	
	Louis Goldschmidt,	" "	
	Allie Goldschmidt,	" "	
	Lennie Greenhall,	" "	
	A. Loeb,	para Philadelphia.	

Los Fabricantes de Tabacos del pais están sufriendo su mala suerte con ecuanimidad durante la terminacion del año y esperan que los negocios se reanimen durante el mes proximo. Con una buena cosecha de Rama y buenos negocios en los Estados Unidos, lo mismo que en Europa, debiera existir una buena demanda de Tabacos Torcidos Habanos, los cuales despues de todo resultan ser un articulo de lujo y que solo aquellas personas acomodadas ó ricas pueden gozar. Muy poca fé se dan á las actitudes próximas de nuestro Congreso, pues á pesar de lo agotado que se encuentra nuestro Tesoro, mientras no hay dinero para nuestros Agricultores y muy poca ayuda ó simpatia se presta á nuestra Industria Tabacalera, este cuerpo de legisladores no tiene conciencia para votar dinero ó pensiones á favor de amigos particulares de ellos.—

"Sol" está trabajando con refuerzo de empleados en tabacos ó vitolas finas, pero Behrens & Co. explican que tambien descarian recibir órdenes para vitolas medianas y baratas, pues una fábrica necesita órdenes variadas para poder trabajar ventajosamente las diferentes clases de tabaco comprendidas en una vega. "Fancy tales of Smoke" es nua nueva marca recientemente puesta en el mercado por los Srs. Behrens & Co., la cual es elaborada bajo lo "Seleccion Especial de Sol," de la crema de la cosecha de Vuelta Abajo del año 1909. Su precio es de $195. el millar.—

Henry Clay & Bock & Co. Ltd. está actualmente muy ocupada en vitolas Regalias de tabacos de precio alto.—

Compras, ventas y ortros datos importantes.—

Sobrinos de Antero Gonzalez vendieron 625 tercios de Vuelta Abajo y Remedios durante la samana paseda.—

Se asegura que Sam Mendelsohn ha añadido 500 tercios más de diferentes clases de Tabaco en Rama de los mejores districtos á sus compras precedentes.

José F. Rocha fué vendedor de 650 tercios de Vuelta Abajo á compradores en el pais y del Norte.—

Bernhard Lichtenstein compró 700 tercios de Vegas finas.

José H. Cayro & Hijo dispurieron de 225 tercios de Vuelta Abajo y Partido.—

A. Loeb fué un comprador de bastante prominencia en nuestra mercado, pero como se marchó la pasada vuestro corresponsal no pudo averiguar el número exacto de tercios comprados para s ufirma de Karl Straus & Co., Philadelphia.

Don Antonio M. Calzada regresó de la Vuelta Abajo y expresa su opinion de que aunque la calidad de la cosecha venidera será buena, la cantidad no obstante será pequeña, aunque las lluvias han mejorado algo el aspecto de la situation. El cree que las clases bien curadas, de calidad, de Vuelta Abajo, resultarán buenas compras el año que viene y que resultorán en buenas productoras de dinero á los almacenistas que compren ahora, debido á sus condiciones aromáticas. A. M. Calzada & Co. embarcaron 200 tercios á sus marchantes la semana pasada.—

Howard Friend está aun aqui y ya ha invertido bastante dinero en vegas finas de los mejores districtos de la Vuelta Abajo, Partido y Santa Clara.

Puente Granda & Co. venderon 150 tercios de Vuelta Abajo la semana pasada.

Louis y Allie Goldschmidt fueron compradores de varios centenares de tercios de todas clases de Tabaco en Rama.—

Jorge y P. Castañeda vendieron 150 tercios de Vuelta y Partido.

Lennie Greenhall compró algunas Vegas finas de Vuelta Abajo.—

B. Diaz & Co. vendieron 114 tercios de Vuelta Abajo.—

A. Shutan fué visto examinando varios lotes de tabacos en nuestra plaza.—

Rz. Bautista & Co. dispureiron de 109 tercios de Vuelta Abajo entre sus marchantes la semana pasada.—

Recibos de Tabaco del campo:

1,852 tercios de	Vuelta Abajo.....	220,458	tercios.
132 " "	Semi Vuelta.....	28,868	"
89 " "	Partido	33,824	"
" "	Matanzas	428	"
1,198 " "	Remedios	170,983	"
127 " "	Santiago de Cuba.....	9,089	"
3,398 tercios.....	Total	463,650	tercios.

Lancaster.

After the close of business the day before Christmas, the cigar manufacturers began active preparations for their annual inventories. The results have been now obtained and they show up far more gratifyingly than was expected considering the desultory business during a considerable portion of 1909. The output for the year was after all not so bad and little trouble was experienced during the year in the matter of price regulation. It is also significant that a large number of new licenses were taken out during the month of December, indicating that more are contemplating the cigar manufacturing business.

Several of the traveling representatives of the larger cigar manufacturing establishments have been visiting factory headquarters during the past week or two, and this is especially true of the S. R. Moss Cigar Co. New lines of samples are now being prepared and the men will start early in the new year determined to make 1910 a record breaking year for the Moss factories.

Many manufacturers have a goodly number of orders on hand with which to begin the new year, and quite a contrast between the activities of last January (1909) will be shown with this January (1910).

For severay years Jacob Mayer, one of the oldest leaf tobacco dealers in the city, has thought of retiring from business, but it was not until recently that he finally made up his mind to do so, because, although advanced in years, he is still active physically and mentally, and he felt that time would hang heavily on him without his usual occupation at hand. His warehouse on North Prince Street has been taken by M. Levy & Sons.

Menko Rose, of the leaf firm of Rose & Wobbe, New York, visited Lancaster and was accompanied about town by Wm. DeHaven, their local representative.

R. E. Jacoby, cigar manufacturer at Rothsville, Pa., recently secured his discharge in bankruptcy.

York.

At the close of business on December 31st, the receipts for the sale of stamps at the local revenue office had amounted to $77,000 for the month, which was $5,000 more than during the corresponding month of 1908.

The stamp sales indicate an output in this Division of the Ninth District of 25,007,000, as against 24,000,000 during December, 1908. Of course, it also shows a decrease as compared with the month of November, but that is no fair comparison, because November is invariably the heaviest month of the year. At any rate the total production for the year is nicely in excess of the preceding year, and present indications are that a steady gain will be maintained from this time on.

Sixteen new licenses were granted to cigar manufacturers wishing to start cigar manufacturing, during the month of December. The average number of hands for which licenses were issued during the month of December is somewhat smaller than usual, and a total of only eighty is provided for in the sixteen licenses.

The new licensees are as follows:

B. W. Leese, York; Elmer Hake, R. F. D. No. 2, Park; Chas. S. Diehl, Red Lion; Geo. H. Holtzinger, Red Lion; David O. Rupp, Windsor; Masy Snyder, York; R. F. D. No. 12; John H. Baker, East Prospect; Matilda Ziegler, R. F. D. No. 1, Holtz; Harry W. Koons, Dallastown; E. E. Ness, R. F. D. No. 2, Red Lion; John F. Daugherty, York Twp.; David A. Wilson, Cross Roads; B. P. Tyson, Felton, and Daisy B. Detrick, Red Lion.

Factories have been pretty generally closed down for a short time for stock taking, but it is believed that they will resume active operations this year earlier than usual. Cigar box factories are just now working on short time because of the inactivity among cigar manufacturers.

The Dallastown factories of J. C. Heckert & Co., A. F. Fix & Co., Dallas Cigar Co., W. H. Raab & Sons, Kauffman Bros. and others have all closed down temporarily.

The Merchants Cigar Box Co. at Dallastown is working on half time.

Jacob Winter, formerly a book-keeper with W. A. Lahr, cigar manufacturer at Red Lion, has formed a partnership with R. W. Spotz, cigar manufacturer near Red Lion. They are opening an office in the old band hall, adjoining the Red Lion Hotel.

Cincinnati Manufacturers Protest.

The Cincinnati Cigar Manufacturers' Association is entering a strong protest against the use of the present Manila cigar stamp. The local association is working in conjunction with the Cigar Manufacturers' Association of America to bring about a repeal of the order authorizing the use of the stamp.

Imports for 1908 and 1909.

The imports of tobacco into the United States, and their values, for 1908 and 1909, December being estimated, have been stated as follows:

	1908.	1909.
Tobacco, wrapper.....	1,169,901	1,179,280
Tobacco, other leaf....	1,095,519	1,147,991

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark.
For Searching a title which does not result in registration, 25 cents.
For transferring and Publishing Transfer of Registration, 50 cents.
For issuing Duplicate Certificate of Registration, 50 cents.
Applicants should be careful to fully specify the use of desired Trade-Mark.

WABO:—19,307.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Wm. Steimer, Sons & Co., New York.

GOTTO:—19,308.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Wm. Steimer, Sons & Co., New York.

SATTO:—19,309.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Wm. Steimer, Sons & Co., New York.

OTOMIS:—19,310.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

AGOUMEK:—19,311.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

ARROW-MAKER:—19,312.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

SILVER BOW:—19,313.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

BEAR ROBE:—19,314.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

ROMAN NOSE:—19,315.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

WOLF CALL:—19,316.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

BLACK MOON:—19,317.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

SPOTTED EAGLE:—19,318.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

CROW KING:—19,319.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

TATAUKA:—19,320.
For cigars, cigarettes and cheroots. Registered December 21, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

FARCITY:—19,321.
For cigars, cigarettes and cheroots. Registered December 23, 1909, at 9 A. M., by S. Oberfelder Co., New York.

NEW RIVAL:—19,322.
For cigars, stogies, chewing and smoking tobacco. Registered December 23, 1909, at 9 A. M., by Sweet Home Cigar Co., Bethesda, O.

THE L CIGAR:—19,323.
For cigars. Registered December 23, 1909, at 9 A. M., by M. Chaiker & Co., Chicago, Ill.

ORISINI:—19,324.
For cigars. Registered December 23, 1909, at 9 A. M., by M. Chaiker & Co., Chicago, Ill.

LA FLORINATA:—19,325.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 23, 1909, at 9 A. M., by Chas. Stutz Co., New York.

DORCHESTER BEACON:—19,326.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 23, 1909, at 9 A. M., by B. Hirshon, Roxbury, Mass.

TARRATINE:—19,327.
For cigars and cigarettes. Registered December 23, 1909, at 9 A. M., by Mrs. Edward Maguire, East Orrington, Me.

HAMMOND, THE CORNERSTONE:—19,328.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 23, 1909, at 9 A. M., by Leisenfelt Bros., Hammond, Ind.

CORNERSTONE:—19,329.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 23, 1909, at 9 A. M., by Leisenfelt Bros., Hammond, Ind. (Re-registration).

HIGHBORN:—19,330.
For cigars, cigarettes and cheroots. Registered December 23, 1909, at 9 A. M., by Louis C. Wagner & Co., New York.

APROPOS:—19,331.
For cigars, cigarettes and cheroots. Registered December 27, 1909, at 9 A. M., by Ruy Suarez & Co., New York (Re-registration).

KING MANUEL:—19,332.
For cigars. Registered December 27, 1909, at 9 A. M., by C. N. Foreman, Red Lion, Pa.

TARIK:—19,333.
For cigarettes. Registered December 27, 1909, at 9 A. M., by Marathon Egyptian Cigarette Co., Boston, Mass.

CRAWFORD, IT'S A PEACH:—19,334.
For cigars. Registered December 27, 1909, at 9 A. M., by Hummell & Co., Binghamton, N. Y.

ROYAL SHELL:—19,335.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 27, 1909, at 9 A. M., by American Lithographic Co., New York.

CASA ROCA:—19,336.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 27, 1909, at 9 A. M., by American Lithographic Co., New York.

DIABLITA:—19,337.
For cigars, cigarettes and cheroots. Registered December 27, 1909, at 9 A. M., by E. G. Perez & Co., New York.

SPANISH CHARTER:—19,338.
For cigars, cigarettes and cheroots. Registered December 27, 1909, at 9 A. M., by E. M. Schwarz & Co., New York.

CUBAN CHARTER:—19,339.
For cigars, cigarettes and cheroots. Registered December 27, 1909, at 9 A. M., by E. M. Schwarz & Co., New York.

AMERICAN CHARTER:—19,340.
For cigars, cigarettes and cheroots. Registered December 27, 1909, at 9 A. M., by E. M. Schwarz & Co., New York.

CITY CHARTER:—19,341.
For cigars, cigarettes and cheroots. Registered December 27, 1909, at 9 A. M., by E. M. Schwarz & Co., New York.

COUNTRY CHARTER:—19,342.
For cigars, cigarettes and cheroots. Registered December 27, 1909, at 9 A. M., by E. M. Schwarz & Co., New York.

STATE CHARTER:—19,343.
For cigars, cigarettes and cheroots. Registered December 27, 1909, at 9 A. M., by E. M. Schwarz & Co., New York.

U. S. CHARTER:—19,344.
For cigars, cigarettes and cheroots. Registered December 27, 1909, at 9 A. M., by E. M. Schwarz & Co., New York.

CORPORATION CHARTER:—19,345.
For cigars, cigarettes and cheroots. Registered December 27, 1909, at 9 A. M., by E. M. Schwarz & Co., New York.

CARTER:—19,346.
For cigars, cigarettes and cheroots. Registered December 27, 1909, at 9 A. M., by E. M. Schwarz & Co., New York (Re-registration).

EL ARKANA:—19,347.
For cigars, cigarettes and cheroots. Registered December 28, 1909, at 9 A. M., by Heineman Bros., Baltimore, Md.

BUFFALO BOOSTER:—19,348.
For cigars, cigarettes and cheroots. Registered December 28, 1909, at 9 A. M., by Symons-Kraussman Co., New York.

AMERICAN BOOSTER:—19,349.
For cigars, cigarettes and cheroots. Registered December 28, 1909, at 9 A. M., by Symons-Kraussman Co., New York.

19,350, not issued.

CAPITAL CITY PUFFS:—19,351.
For cigars, cigarettes and cheroots. Registered December 28, 1909, at 9 A. M., by Consumers Cigar Co., York, Pa.

OX EYE:—19,352.
For cigars, cigarettes and cheroots. Registered December 28, 1909, at 9 A. M., by Seth Layser, Richland, Pa.

LA QUIRINA:—19,353.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 28, 1909, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

WONDOOG:—19,354.
For cigars, cigarettes and cheroots. Registered December 28, 1909, at 9 A. M., by H. W. Goodnow, Boston, Mass.

BATON ROUGE CIGAR CO.:—19,355.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 28, 1909, at 9 A. M., by J. Bendahan, Baton Rouge, La.

MONTANA MINER:—19,356.
For cigars, cigarettes and cheroots. Registered December 29, 1909, at 9 A. M., by John M. Beatty, Lewiston, Mont.

DIXIE SMOKERS:—19,357.
For cigars and cigarettes. Registered December 29, 1909, at 9 A. M., by S. Georgiades, Atlanta, Ga.

PALM SMOKER:—19,358.
For cigars. Registered December 29, 1909, at 9 A. M., by A. S. Metzner, Jacksonville, Fla.

DODGE CITY SPECIAL:—19,359.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 29, 1909, at 9 A. M., by St. Louis Cigar Box Co., St. Louis, Mo.

PREMIUM BRAND:—19,360.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 29, 1909, at 9 A. M., by American Lithographic Co., New York.

MR. A. C.:—19,361.
For cigars, cigarettes and cheroots. Registered December 29, 1909, at 9 A. M., by Arkin & Co., Chicago, Ill.

COWBOY ARTIST:—19,362.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 30, 1909, at 9 A. M., by Schmidt & Co., New York.

VAN LEON:—19,363.
For cigars, cigarettes and cheroots. Registered December 30, 1909, at 9 A. M., by American Lithographic Co., New York.

HOJA DEL MUNDO:—19,364.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 30, 1909, at 9 A. M., by American Lithographic Co., New York.

EL RESOLUTO:—19,365.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 30, 1909, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

UNION MADE:—19,366.
For cigar bands exclusively. Registered December 30, 1909, at 9 A. M., by Philip W. Unger & Co., Philadelphia.

STEPHEN PHILLIPS:—19,367.
For cigars, cigarettes and cheroots. Registered December 30, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

SIGNORA:—19,368.
For cigars, cigarettes and cheroots. Registered December 30, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

COLLEGE MAID:—19,369.
For cigars, cigarettes and cheroots. Registered December 30, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho Co., New York.

COMMERCIAL POLICY:—19,370.
For cigars, cigarettes and cheroots. Registered December 30, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho Co., New York.

CARL PHELPS:—19,371.
For cigars, cigarettes and cheroots. Registered December 30, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho Co., New York.

EVERY OCCASION:—19,372.
For cigars, cigarettes and cheroots. Registered December 30, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho Co., New York.

BENJAMIN DUNLAP:—19,373.
For cigars, cigarettes and cheroots. Registered December 30, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho Co., New York.

KOP'S PET HERBERT:—19,374.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 31, 1909, at 9 A. M., by Richard Pereyra, Philadelphia.

EL LADRON:—19,375.
For cigars, cigarettes and cheroots. Registered December 31, 1909, at 9 A. M., by Heywood, Strasser & Voigt Litho Co., New York.

CENTEMO:—19,376.
For cigars, cigarettes and cheroots. Registered December 31, 1909, at 9 A. M., by The Wohl & Comstock Co., Chicago, Ill.

SIR TOBY:—19,377.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 31, 1909, at 9 A. M., by American Lithographic Co., New York.

GREAT SECRET:—19,378.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 31, 1909, at 9 A. M., by American Lithographic Co., New York.

S. W. GREEN (COLORED) GRAND CHANCELLOR, K. of P. of LOUISIANA:—19,379.
For cigars, cigarettes and cheroots. Registered December 31, 1909, at 9 A. M., by Edward Gavin, New Orleans, La.

BILL HARDER:—19,380.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 31, 1909, at 9 A. M., by The J. D. Ryan Co., Cleveland, O.

SID REYNOLDS:—19,381.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 31, 1909, at 9 A. M., by The J. D. Ryan Co., Cleveland, O.

RUBINSKI:—19,382.
For cigars, cigarettes and cheroots. Registered December 31, 1909, at 9 A. M., by Havana Importing Co., Chicago, Ill.

RIEBIS:—19,383.
For cigars, cigarettes and cheroots. Registered December 31, 1909, at 9 A. M., by Havana Importing Co., Chicago, Ill.

Emil Berger Organizes New Company.

Emil Berger, formerly president of the Emil Berger Tobacco Co. and vice-president of the International Tobacco Co., has recently withdrawn from those concerns and organized the new North American Tobacco Co. with plant at 230-6 Bank street, Newark, N. J., where they will make a specialty of manufacturing good cigars at a moderate price. Mr. Berger is president of the North American Tobacco Co. and has no other strings whatever upon him. He is an energetic man and knows his business, and should make a success from the outset.

The North American Tobacco Co. inform us that they are in the market at all times for cuttings, scraps and siftings, and pay the best cash prices for same.

Cold Weather Delays Tobacco Preparation.

From the West, and from New England, too, tobacco planters have suffered from the severe winter weather in the work of preparing crops for market. Many of the growers have found the bullocks frozen on the poles and must wait for a thaw. In some sections, most of the crop still hangs in the curing sheds, with no signs of casing weather in sight.

Personal Notes of Timely Interest.

Maurice Wertheim, of the United Cigar Manufacturers' Co., slipped off the day before New Year for a few days' rest at the Hotel Bonair, Augusta, Ga. Mr. Wertheim took his golf sticks with him and spent a day or two going over the links which made President Taft famous some months ago.

Richard C. Bythiner, eldest son of Louis Bythiner, leaf tobacco broker of Philadelphia, and a city salesman with E. Rosenwald & Bro., of New York, will be married on Tuesday, January 4th, to Miss Mary C. Blumenthal, at the bride's home, 113 East Eightieth street, New York. A honeymoon will be spent in Cuba and the South.

George H. Bushnell, the sales manager in the Pennsylvania, New Jersey, Maryland and Delaware districts for the Scotten Dillon Co., of Detroit, Mich., was among the early callers at the offices of THE TOBACCO WORLD to extend his greetings and congratulations on the change in the make-up of the publication. Mr. Bushnell is a big factor in tobacco circles in his territory and has a host of friends in Philadelphia and all over the district.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Salesmen Wanted.

WANTED—Salesman on good commission basis to sell line line of seed and Havana and five-cent goods in the West and also the Pacific Coast. Give particulars of former employment. Address Reliable, Box 12, care of The Tobacco World. 1-1-r.

SALESMAN WANTED—Open territory for two salesmen to sell high grade nickel product direct to retail trade. Brand established. Address Winner, Box 14, care of The Tobacco World. 1-1-a.

SALESMAN WANTED—By established leaf house carrying full line domestic and imported goods. Must have some trade and come well recommended. Address Dealer, Box 15, care of The Tobacco World. 1-1-b.

SALESMAN—Wanted, a salesman to represent a clear Havana cigar factory in New York City. Must have experience and good references. Address Clear Havana, Box 16, care of The Tobacco World. 1-1-1.

WANTED: Leaf tobacco salesman for Middle West. State experience, references and salary required. Address Leaf, Box 17, care of The Tobacco World. 1-1-a.

Situations Wanted.

SITUATION WANTED as superintendent of cigar factory. Twenty years' experience. All branches. Good references. Address Qualified, Box 18, care of The Tobacco World. 1-1-r.

POSITION WANTED by man past middle age, to do general utility work around a cigar factory or retail leaf tobacco house. Have had experience in leaf business. Address Willing, Box 18, care of The Tobacco World. 1-1-r.

SUCCESSFUL CIGAR SALESMAN, well acquainted with jobbing trade in the East, desires to make a change. Would represent manufacturer making standard goods only. High grade seed and Havana line preferred. Moderate salary required. Address Successful, Box 19, care of The Tobacco World. 1-1-b.

POSITION WANTED by leaf tobacco salesman, well acquainted with the cigar manufacturing trade in the Middle Atlantic States. Address B. M. W., Box 20, care of The Tobacco World. 1-1-a.

FOREMAN—On suction tables and hand work, is open to position. Address Results, Box 21, care of The Tobacco World. 1-1-b.

For Rent.

TWO FLOORS and basement, suitable for a cigar factory. 22 large windows in each loft. In centre of town. Plenty of experienced help of all nationalities cheap. Packing tables, working tables, office partitions and shelving already installed. Price $700 per year. On suction table hand bunchers, standard prices, rolling $2.50 per M, hand bunchers making $2.50 per M, cigar packers 40 cents per M in 1/20 and plenty of good experienced hand strippers. Address Shapiro & Adler, Commerce Square, New Brunswick, N. J.

Special Notices.

TO THE TRADE—We claim the rights to the title "Criterion" as a trademark. This brand we have used continuously since 1882. We will protect our rights against any infringements. Louis Ash & Co., New York. 12-1-r.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill. 6-17-he.

A MANUFACTURER of a reliable 2 for 5-cent short filler cigar is open to correspondence with reliable jobbers. Address Box 5, care of The Tobacco World. 12-22-r.

ESTABLISHED FACTORY making nickel goods, desires a few more jobbing accounts. Special attention given to private brands. Address Box 1, care of The Tobacco World. 11-17-s.

WHEN YOU WANT honest union-made cigars at honest prices, write to Union, Box 9, care of The Tobacco World.

FINE LINE of long and short filler goods, seed, Florida and Sumatra wrapper. Quality, workmanship and price unexcelled. Output 50,000 per day. Address Quality, Box 10, care of The Tobacco World. 1-1-r.

WANTED—A Strickler machine; must be in first-class condition. State full particulars. North American Tobacco Co., 230-6 Bank Street, Newark, N. J.

Dissolution of Partnership.

LANCASTER, PA., Jan. 1, 1910.

The partnership heretofore existing between Louis A. Kramer and Joseph Goldberg, trading as Kramer and Goldberg, has this day been dissolved by mutual consent. All claims due the former firm are payable to Joseph Goldberg, at 40 and 42 West Lemon street, Lancaster, Pa., who will also pay all indebtedness.

LOUIS A. KRAMER,
JOSEPH GOLDBERG.

Business Opportunities.

DESIRING to devote all our time to manufacturing we offer our Retail, Wholesale and Billiard and Pool business for sale. Business established over twenty-five years, located in centre of town in our new building. Latest and new Brunswick-Balke-Collander Tables. Sold in one year over 1000 of our "Indian Ax" 5-cent cigars in town and vicinity. Business on a paying basis. Heat furnished, own building can give lease. Good opportunity to right party. Roesch Bros., Pottstown, Pa. 1-1-a.

FOR SALE—Complete cigar factory. Plenty of help. Will be sold for less than inventory and does not require much capital, but must be sold at once. Address A. J. Goldsmith, Allentown, Pa. 1-1-c.

CIGAR SALESMAN wants to represent a factory making seed and Florida wrapped goods in short and long filler, londres and perfecto shapes. To sell to A 1 jobbing trade in Eastern States on commission. Address Good Trade, Box 4, care of The Tobacco World. 12-1-c.

GOOD, honest retail cigar man would invest one thousand dollars with services with established reliable cigar man. Young, active and twelve years' experience. Clean record. Address Hustler, Box 6, care of The Tobacco World. 1-1-tf.

CIGAR BROKER WANTED—To represent a Ninth District Penna., line of goods at from $10 to $25 per thousand. Address Active, Box 7, care of The Tobacco World. 1-1-r.

CIGAR BROKER, representing Pennsylvania factories, can give attention to one more having some Western trade. 1-1-r.

For Sale.

FOR SALE—The Universal Cigar Bunch Machine improves the quality of the cigar, reduces the cost, increases capacity; makes paste work and novelty packages successfully; thousands already in use; sent on ten days' trial to responsible parties. Winget Mfg. Co., York, Pa. 7-22-tf.

CIGAR MANUFACTURERS' SUPPLIES—All kinds, new and second handed, for sale cheap. Address Dealer, Box 11, care of The Tobacco World. 1-1-c.

CIGAR MANUFACTURERS—Sanitary, economical paste cups for cigar makers save the paste and keep it clean and fresh. Prices moderate. Address Inventor, Box 12, care of The Tobacco World. 1-1-h.

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Tobacco Trade Directory

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Ready Reference

For 1910

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Established 1890

Capacity 20,000 per Day

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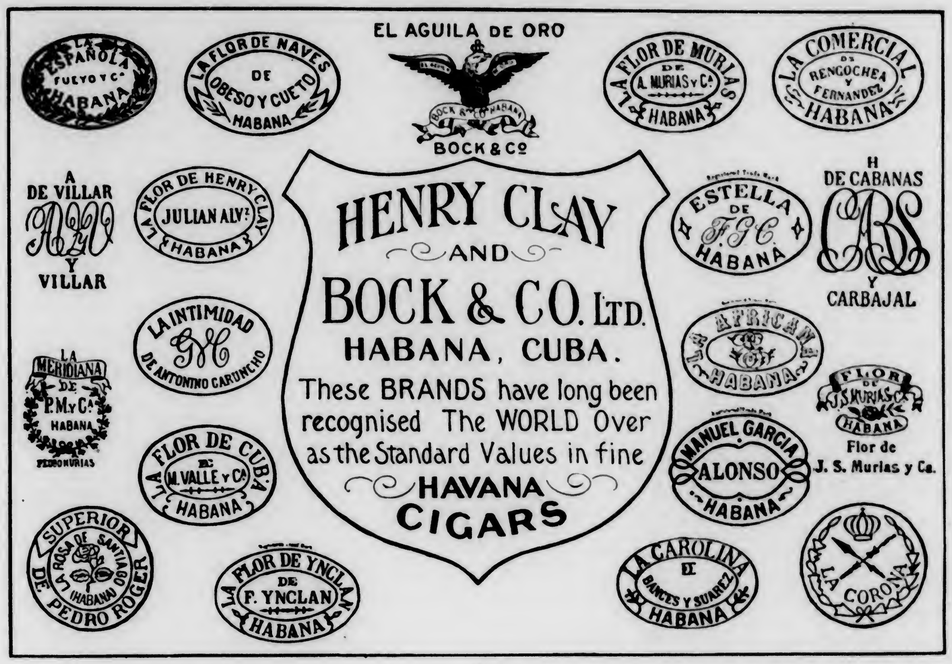

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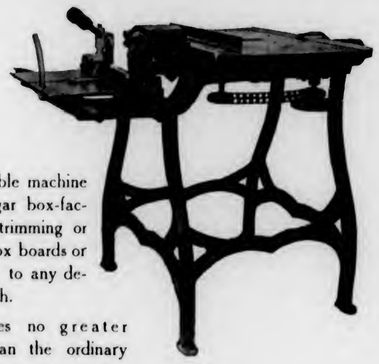

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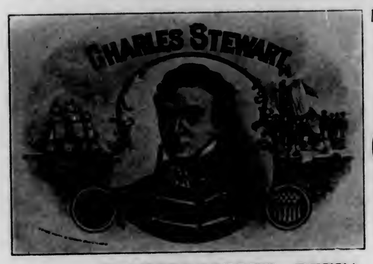

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The Tobacco World

Vol. XXX. PHILADELPHIA, JANUARY 15, 1910. No. 2.

Independents Appeal to Congress.

Delay Asked on Tax Increase—W. F. Axton Elected President

WASHINGTON, January 13, 1910.

THE New Willard Hotel was the Mecca of all the prominent members of the Independent Tobacco Manufacturers' Association, who have gathered here preparatory to the eighth annual meeting. President Campbell, of the association, arranged for the convention earlier this year, owing to the importance of the national legislation, which becomes effective July 1, 1910, and concerted effort will be made to have Congress to pass some remedial legislation. Following out this thought, a preliminary meeting of the delegates was held January 11th, at 11 a. m., at which time a committee was appointed to consider the impending increase in the tobacco tax effective from July 1st, next, and other provisions of the Payne-Aldrich Tariff Bill which would affect the Independent Manufacturers, and to seek Congressional legislation which would help the situation. The committee was authorized to formulate a plan and report to the convention before its final adjournment.

The first formal meeting of the association took place at 8 o'clock on the evening of January 11; President Hugh Campbell in the chair. Those seated in the convention hall included, besides the president: Mr. F. D. Ware, of the Ware-Cramer Co., Norfolk, Va.; W. F. Axton, of the Axton-Fisher Tobacco Co., Louisville, Ky.; W. T. Reed, of Larus & Bro., Richmond, Va.; C. J. Davis, of Lovell & Buffington, Covington, Ky.; G. M. Booker, of the Booker Tobacco Co, Lynchburg, Va.; J. A. Bloch, of Bloch Bros., Wheeling, W. Va.; C. W. Walters, of Schmidt Bros., Wilwaukee, Wis.; Benj. E. Pearson, Byfield, Snuff Co.; Byfield, Mass.; Geo. W. Meyers, of Meyers & Cox Tobacco Co., Dubuque, Iowa; John D. Moore, of the John D. Moore Tobacco Co., Lexington, Ky.; L. W. Brown, of L. W. Brown & Co., Utica, N. Y.; Paul Bagley, of J. J. Bagley & Co., Detroit, Mich., and W. L. Petty, of Lexington, Ky.

The announcement of the presentation of the president's report brought every member present to attention and we present herewith the report in its entirety. President Campbell poured some hot shot into Congress and backed up his statement with figures and facts. He said:

Members of the Independent Tobacco Manufacturers' Association of the United States:

GENTLEMEN:

Acting upon the advice of several of our members, I have called this annual meeting somewhat earlier than usual because of the necessity of deciding at once whether or not the association is prepared to accept the changes in statutory packages of smoking tobacco, snuff and cigarettes which Congress at its special session provided should become effective on July 1, 1910, and, if not, what action should be taken by the association to prevent the unnecessary and, to our mind, absurd number of new sizes authorized.

We have also to consider the fact that on July 1, 1910, instead of a 6-cents tax, we are confronted with an 8-cents tax, and in view of the continued high price of Burley tobacco, it is a question whether, as an association, we should not endeavor to get another year's grace before this increase of tax becomes effective.

On two previous occasions I have had the privilege of laying before the association somewhat lengthy reports giving in more or less detail the work of the association from its inception until the time these reports were submitted. I therefore feel that it is unnecessary to reiterate what has been said before, and in this report will chiefly deal with the year's work.

During the year it has been a pleasure to see the general business of the country steadily improving, and with the exception of the unusually high price of Burley tobacco, in which many of our members are largely interested, the tobacco business, on the whole, has had a satisfactory year.

(*Continued on Page 22.*)

Sumatra Combine Chartered.

THROUGH the law firm of Anderson, Felder, Rountree & Wilson, application was made last week to the Superior Court of Fulton County, Georgia, for a charter under the laws of that State for a corporation to be known as the American-Sumatra Tobacco Co., the home office of which will be in Atlanta, Ga. The names of Messrs. Clifford L. Anderson, Daniel W. Rountree and A. P. Burke, of Atlanta, appear on the petition.

Under the proposed organization the corporation will have a capital stock of $7,000,000, $1,000,000 of that amount being preferred and the balance to be issued in common stock, it being understood that the full amount of the capital stock has already been subscribed.

The objects of the corporation are to transact the business of buying and selling lands, raising tobacco and other products, preparing tobacco for the market, buying and selling timber lands, manufacturing timber and lumber and manufacturing fertilizers.

In a communication to THE TOBACCO WORLD Col. Rountree, of Atlanta, states that in a general way the new corporation is a consolidation of several of the larger interests in South Georgia and Florida and that the moving spirits in the enterprise are seven leaf firms of New York and Chicago, and the attorney-of-record in New York is S. W. Weiss, of 45 Wall street, in whose interests the Atlanta firm of attorneys are acting.

Two of the leading banking houses in New York, including Ladenburg, Thalmann & Co., are acting as fiscal agents for the placing of the new corporation's securities.

Burley Members to Visit Uncle Sam.

WASHINGTON, January 15th.

Official announcement was made to-day that during the next ten days the Department of Justice will give hearings to the officers of the Burley Tobacco Society, including President Le Bus and others, so that they may formulate their side of the case primary to Governmental action. For some weeks past the Department of Justice has had several special agents working down in the Burley district collecting evidence with a possible view to national action. Included in one of the most active of the special agents employed was W. H. Hoagland, a former well-known Philadelphia newspaper man who has done conspicuous service for Uncle Sam since his appointment some time ago, more especially in the Peonage cases in Holmstead, Pa., and it was on his report that Attorney General Wickersham turned his attention towards the Burley situation. From the fact that the laws of the Commonwealth of Kentucky permit pooling, it is doubtful if the Department of Justice would have any case for action against the officers of the Burley Society, but the public hearings may do much to clarify the situation.

Edw. G. Scott Heads Company.

Edward G. Scott, son of B. H. Scott, was on January 7th elected president of the Smith & Scott Tobacco Co., at Paducah, Ky., succeeding his father as the head of the house, who has resigned his position on account of illness. Mr. Scott has been for several years past a traveling representative of the company and has had a thorough education in the business for a number of years.

HOW TOBACCO IS CULTIVATED TO-DAY

SCIENTIFIC METHODS FOSTERED BY GOVERNMENT TO HELP THE PLANTERS

FOLLOWING our first installment on "Tobacco, The Romance of Modern Industry," which traced briefly the origin of tobacco and its spread throughout the world, it is our purpose in this installment to present a review of the various stages of cultivation of the tobacco plant which may be understandable to the most unsophisticated layman.

Tobacco planters, it is true, may appreciate a scientific discussion of this subject, but it is the purpose of this article merely to give a superficial glimpse of the modern methods of cultivation.

Cultivation in every detail has become a nicely technical procedure, every step being carefully controlled; after seeding, and, if this is adopted, after transplanting, tobacco must be fertilized, and there is no plant so susceptible to fertilization as tobacco. The demand of any particular variety of plant for its natural nourishment must be most exactly met, or poor results are apt to follow. Consequently the chemistry of plant, soil, and fertilizer has become almost an exact science. More than half the States of the United States are engaged in the production of the leaf, and throughout the Union new areas are brought into bearing, because analysis has shown that soil, seed, and food can be so combined as to produce a commercially profitable article. Agriculture experiment stations the world over are showing how to go to work to get a good crop, and the old fear, ending in real disaster in Virginia many years ago, that the soil would become exhausted and barren, is no longer impending over the modern farmer who studies his occupation intelligently. Perique tobacco, produced in a small area of Louisiana, settled originally by the Acadians, is an exception, in that it will not grow elsewhere. It demands the black soil of these bottoms for its peculiar flavor. Scarcely more than 50,000 pounds a year of Perique measure the world's crop.

The Processes of Cultivation.

Various expressions are used to denote the processes employed in the different stages of cultivation. Topping is the term implying the removal of the seed head; this is done to divert the vitality of the plant from its essentially physiologic function—the perpetuation of the species—to the development of the leaf. Suckers are thrown out at the place of topping, and these, too, must be removed promptly. This applies as well to the method by which the strength of the leaves is maintained by restricting their number. If seeds are to be gathered certain plants must be set apart from others and these cultivated with special reference to this purpose. When the leaf is ripe it is harvested.

The length of time between topping and harvesting varies greatly, and experience is needed to decide on the proper color and firmness at which to begin. Cutting or priming is the term by which is understood the process of gathering the leaves for curing. This is one of the most important steps in the cultivation of tobacco. It must be done on a dry day, so that the leaf will be clean, unspotted, and free from fungus. According to the habit of the country or district the leaves are now placed in a basket or hung on a board or wire, and allowed to wilt. Then it is cured. Curing is, of course, the step which changes the product from a mere agricultural to a purely commercial commodity. Tobacco must not be permitted to sweat, which really means the growth of fungus, for if fungus once starts in a warehouse, it is liable to spread throughout all the stock; neither must it ferment too soon, for the result will be the same, or lead to evils equally as disastrous.

Proper fermentation is an art and must be controlled by an expert whose personal judgment has been tested by long handling of tobacco in all stages. The technical process is called

CULTIVATING TOBACCO UNDER CANVAS.

In growing the best qualities tobacco, it is found that more uniform results are obtained by protecting the young plants under canvas, as thereby all conditions are practically under complete control.

pressing, but does not necessarily imply that the leaves themselves are subjected to great pressure; they are weighted down by themselves in a receptacle constructed for that purpose, the change taking place now, due to action of enzymes rather than to bacteria (as we once thought), being one of ripening, as it were, through heat and moisture.

This fermentation process develops in the tobacco leaves the characteristic qualities of the commercial article. Fermentation follows immediately after curing, when both are done by the grower, but where the cured tobacco is bought up by manufacturers several months may pass before it is subjected to the latter process. When tobacco is ready for manufacture into its finished condition for consumption, the amount of nicotin is relatively unimportant, and it is certain that the excellence of the leaf and its adaptability are not dependent upon it. If the prime object of tobacco culture were the production of nicotin, as the prime object of raising sugar beets is the production of sugar, then the amount of nicotin might be forced by the use of nitrogenous fertilizers, but nicotin alone no more makes a good tobacco than does alcohol alone make a good wine. The flavor and aroma are much more important.

Classification of the Leaves.

Classification of the leaves now takes place, although some selection has taken place in the earlier stages. A division popularized by long use separates them according to their color into: Claro, light brown; Colorado claro, brownish yellow; Colorado, brown; Colorado maduro, dark brown; Maduro, dark. This has applied largely to the wrappers, but Sumatra and other leaves are to-day more freely employed for wrappers, and as fashion now admits that a good cigar is something besides a wrapper, and that a good wrapper may possess other qualities than color, adherence is not always given to the above classification. This whole question is one decided ultimately by the manufacturer and the consumer, the latter exercising his taste, the former his judgment.

Taste takes the direction of strength, aroma, moisture or dryness, and appearance of the finished article, whether cigar or cigarette; judgment is necessary on the part of the manufacturer in deciding not only these points, but also the questions of quality, and serviceability for filler, binder, and wrapper; both taste and judgment unite in demanding that a tobacco when used for smoking purposes must have a good burn. Burning quality is the most important requirement for a first-class smoking tobacco.

The Burning or Ash Qualities of Tobacco.

Variation in burning qualities must be sought in differences in chemical composition, which, as has been said, is greatly influenced by the character of the soil, the climate, the season, and the kind of fertilizer used. Moreover, there is reason to believe that certain strains of tobacco possess the power of appropriating from the soil those constituents conducive to a good burn, while other closely related types under the same conditions are lacking this power. In addition to the growing of tobacco, the curing and fermentation of the leaf are important factors in developing a good burn. This is a comprehensive term, including such elements as fire-holding capacity, evenness of burn, and character of the ash. The fire-holding capacity refers to the length of time the tobacco will keep alight; but it should burn evenly, and have no great tendency to coal in advance of the burning area. In some cases defects are due to injudicious combinations of filler, binder, and wrapper.

In the best smoking tobacco the ash should be a uniform gray or white, and show a decided cohesiveness. Good tobacco will not burn with a flame, but will continue to glow almost indefinitely when once it is lighted. The "burn," the deciding factor in tobaccos, has had an immense amount of chemical study devoted to it for more than fifty years, but as yet no one has been able to offer a satisfactory explanation of the conduct of different kinds of tobacco as regards their burning qualities. One fact is noticeable, however, in comparing the composition of the tobacco plant with that of other agricultural crops; it has a remarkably high content of mineral matter, commonly called the ash. On the average this ash is well above 15 per cent. of the total weight of the dry leaf, and a distinct relation is demonstrable between the mineral constituents of the ash and its good or poor burning qualities.

Two undisputed facts have resulted from innumerable studies made in this regard, and these are that chlorin injures the fire-holding capacity of the leaf, while potash favors this property; these facts, however, are insufficient in themselves to explain fully the burning qualities of different samples of tobacco. Yet the ultimate analysis indicates that potash salts, in due combination with calcium and magnesium, produce the best ash and give that desired burn which characterizes the highest-priced leaf in the tobacco trade.

Popularity of the New Calabash Pipe.

The increasing popularity of the Calabash pipes which for some time have been the fashion in England, but have been just recently widely introduced in this country, has reached such proportions that the Department of Agriculture at Washington deems it worthy of a special descriptive pamphlet. In many up-to-date cigar stores to-day special window displays are being given to the calabash pipes and the sale has been augmented considerably. Calabash pipes had their origin in South Africa, where they were made from the crooked necks of gourds, belonging to the well-known group of plants which include the cucumber, the melon and the squash.

Pipes made from the imported gourds are expensive. American dealers usually charging $8 and sometimes $12 apiece for them. They are the lightest pipes made for their size, are graceful in shape, color like meerschaums, and are said to be "delightful smokers."

Unlike the cheap pipes turned out by machinery, no two of these calabash pipes are alike. The crook of the calabash varies so much that each mouthpiece must be made to fit it, and each lining of meerschaum or plaster of paris must be specially adapted to the body of the pipe. The high cost of the calabash in this country is due, not only to the expensiveness of the hand labor, but also to the fact that, until recently, the gourds forming the bowls of the pipes had to be imported from South Africa.

It has been found that the gourds grow well in this country. The raising of the gourd on a large scale in the expectation of a commercial demand, however, is not advised by the Department of Agriculture.

Rural Tobacco Company Reorganized.

The Rural Tobacco Company, Pulaski, Tenn., has been reorganized and incorporated, with a capital of $20,000 and will enter on the manufacture of pipe tobacco on a large scale. The new officers are: Mark Arrowsmith, president; B. G. Mason and J. F. Neely, vice-presidents; J. M. Hardman, purchasing agent; Floyd Hardeman, superintendent, and J. H. Wells, general manager and traveling salesman.

Syracuse Dealer Will Build.

Another big structure in Syracuse, N. Y., is being projected by Wm. A. Davis, wholesale tobacco dealer, who has purchased the Lozier property at the southwest corner of South Salina and Jefferson streets, and will erect a mammoth structure to take the place of the buildings there. The property has a frontage of 44 feet and is 100 feet deep. It is said that Mr. Davis paid $175,000 for the site.

Gonzalez and Sanchez Cigar Co., whose fine factory was occupied about two years ago, report an excellent business, especially prior to the holidays.

TAMPA TIPS

TAMPA, January 13th.

If the first two weeks of the new year are taken as any criterion, 1910 will long be remembered in the commercial history of this city in so far as the tobacco, and especially the cigar industry is concerned. A strong feeling of optimism is apparent in all quarters and it is really a pleasure for your correspondent to call in at the many tobacco establishments here and see with what zest and earnestness plans are being outlined to control and dispose of a tremendous business. The comparison is more striking as compared with the conditions as they existed some four months ago.

The new year, necessarily, has resulted in the gathering of the clans from all quarters and faces which are seen only once every twelve months, have been noticed in the lobbies at the hotels and on the streets. One of the most interesting of the meetings was that of the salesmen of Cuesta, Rey & Co., which band made their headquarters at the Tampa Bay Hotel and a solid and distinguished lot of men they were, too. These included Messrs. E. R. Singleton, with headquarters in Cincinnati, and who covers the Middle West for the house; Adolph Wolf, of Atlanta Ga., who looks after the South and Southwestern territory; John W. King, of Greensboro, N. C., who covers the Eastern part of the country; R. C. Hammond, Pacific coast representative; Col. Sidney Douglas, Mobile, Ala., who is a distributor of the firm's goods in the Middle South. The firm of Cuesta, Rey & Co. are known as "the truly Spanish house" and have been for many years producers of clear Havana goods of unchallenged excellence, locating in Tampa in 1884. Incidentally, Cuesta, Rey & Co.'s output for 1909 exceeded by three million cigars that of 1907, which was the banner year of production, and during the past year they have been compelled to make substantial additions to their factory in West Tampa, which is presided over by "Mayor Rey".

Work commenced last week on the building of the new factory for Samuel I. Davis & Co., in West Tampa, which when completed, will class among the finest and most modern cigar factories in this city, if not in the United States. The general contract has been let to John H. Drew, a local builder, and the work of excavation has already started. The building will be of pressed brick, with stone trimmings and ornamental tower and the interior will be fitted up in gorgeous style, with private offices, show rooms and factory furnished in the most ornate manner. When completed, the structure, which will be 50x200 feet, will cost something like $60,000 and the builders have contracted to have the building ready for occupancy by June 1st.

The annual meeting of the Clear Havana Cigar Manufacturers' Association of Tampa was a most harmonious one in every respect. It was held on the night of January 6th and resulted in the election of the following board of officers: President, Enrique Pendas; vice-president, Benjamin Cosio; treasurer, F. R. Diaz; secretary, A. Ramirez; directors, Jose Lozano, Mariano Alvarez and E. J. Stachelberg.

President Enrique Pendas made a determined but futile effort to relinquish his office, but his confreres said "no" most positively and once again he had to assume the direction for the coming year. A report was made to the effect that the association had concluded a most equitable and satisfactory working agreement with the cigarmakers, which augurs much for the continued activity and prosperity of the industry for the coming year. The cigarmakers and the employes under the new arrangement receive increased wages and other advantages which they could not hope to have obtained otherwise.

A new brand has been added to the output of the El Nacional Cigar Co. under the chosen title of "Flor de Dona-Sol" and this will be marketed within a few weeks. The El Nacional Co. on January 1st added to their staff as traveling representative on the Pacific Coast, Wm. Lineweaver, who formerly represented Corral, Wodiska & Co.

Vice-President Herbert, of the Havana-American Co., visited here during the past fortnight and had their leading salesmen in at the factory outlining the business campaign for the coming year. 1909 showed steady progress for the Havana-American Co.'s products.

The opening of the annex of M. Stachelberg & Co., on the tenth, provided seating capacity for 100 additional cigarmakers and insure this firm the much needed output for the coming month. Edgar J. Stachelberg made a brief trip to Jacksonville last week and hopes to use up an order book in good shape. Among the visitors of the past fortnight were noted Francis A. Wilson, vice-president of M. Valle & Co.; H. H. Berriman, Wm. G. Fisher, of Gonzalez-Fisher & Co.; A. H. Windmuller, of Salvador Sanchez Y Ca.; Geo. Meigs, of Sanchez & Haya; W. F. McKinlay, vice-president of the P. San Martin Co., and E. B. Emery, of the Sunnybrook Tobacco Plantation.

Just as the old year died also went out the life of P. P. Martinez, a long resident of Tampa and one of the first comers when the cigar business took root in this place. His death occurred suddenly as a result of heart disease. Mr. Martinez was a brother of J. M. Martinez, the head of the strong cigar factory of that name. The funeral took place on January 2nd, at the residence of the deceased, 406 Beak street, West Tampa.

The Collector of Customs at Tampa has given out the following statistics, which are interesting indeed and show to a certain extent the growth and prosperity of this city.

	Amount collected	Cost of collection per $1.000
New York	$202,655,809.66	.022
Boston	27,393,343.44	.032
Philadelphia	18,693,641.89	.031
Chicago	9,271,198.07	.030
New Orleans	6,998,911.60	.051
San Francisco	6,528,628.68	.073
Baltimore	3,897,350.61	.077
St. Louis	2,313,163.40	.029
Detroit	2,174,287.27	.044
Tampa	1,756,067.20	.028
Cleveland	1,645,888.95	.025
Puget Sound	1,426,017.19	.120
Buffalo	1,293,678.75	.055
St. Paul	1,131,772.34	.053

To the Retail Trade of Philadelphia.

Philadelphia retailers of cigars and tobaccos are respectfully informed that the files and conveniences of this office for facts and information of whatever character are always subject to your command without money and without price. The editors of the journal are trained business men alert to the needs of the tobacco trade, possessed of information at all times best adapted to their needs and are more than willing to co-operate for the general good of the retail trade. We invite meetings at our office for conferences of any kind and one of our force can act as secretary for any gathering without compensation. Remember, Mr. Retailer, that we are yours to command.

EDITORS,
THE TOBACCO WORLD.

102 South Twelfth Street.
Philadelphia, January 15, 1910.

SCHOOL FOR CIGAR AND TOBACCO SALESMEN

HOW THE UNITED STORES TRAIN CLERKS IN MODEL ROOM TO HANDLE CUSTOMERS

RETAIL cigar and tobacco dealers in the larger cities who have seen the steady growth of the number of branch stores of the United Cigar Stores Company may have wondered often as to causes. Aside from any economic advantages these stores may enjoy, there is another basic reason—the high standard of salesmanship. A study of the selling methods of these stores, the writer believes, would prove helpful to any dealer who desires to expand his business by modern methods.

George J. Whelan, while president of the company, instituted the system, and believes that, after all, it is the human element that counts in selling goods, and that the best effort of the management in securing right-priced stock and a convenient location will go for nothing if the man behind the counter is not "on the job" with all the force there is in him. To bring out that force and at the same time properly to conceal from the customer that it is being used, he has established for the clerks of the big concern a school of salesmanship founded on the two words, "Thank you."

Of this school Mr. Whelan says:

"In salesmanship, it is the personal relation that tells. This must begin with courtesy, which is the cheapest commodity in the world and is the basis of all good retail service. That is why I laid down the rule that not only should every salesman say, 'Thank you' to every customer, but also should say it as if he really meant it. We have spent $50,000 hammering this idea in. So thoroughly do I believe in it that one day last year I sent the following telegram to every clerk in our employ: 'Did you say "Thank you to every customer you waited on today?" '"

Culled from the experience gathered in hundreds of stores handling cigars in all parts of the country are a number of points in salesmanship that the United Stores Company look upon as fundamental and applicable everywhere. These have been gathered into a manual with which every clerk must be familiar. The following extracts from the book of rules should prove of interest to every retailer of tobacco products:

Here are some of the rules about making change:

"Salesmen must, on receipt of money from customers, call out the denomination of the bill or coin received and the amount of the purchase. This will usually obviate mistakes as to the amount to be deducted and the money in hand.

"Change must be handed to the customer, or should the customer's hands be engaged it must be placed on the mat in front of him. Never lay change on the showcase."

Another piece of advice which would hold good in any business is this:

"Customers in asking for brands of cigars, tobacco or other articles, particularly those bearing foreign labels, often mispronounce these names. Salesmen are cautioned against correcting these mistakes unless asked to do so, and then they should be sure they are right. Unless you know, don't pretend to know. If it is not possible immediately to get the information from an associate be sure to seek it elsewhere."

With regard to the names of customers, the manual says:

"The salesman who familiarizes himself with the names of the regular customers and greets them in a friendly but unobtrusive way will not go far wrong. Never ask a customer bluntly what his name is. Play no favorites. The salesman who drops one customer to take up another because the latter is one that he calls his own is not building a business for the store."

HINTS FOR THE SALESMEN.

"Look the customer straight in the eye when you address him. Show him that he is your sole concern for the time being. Be most careful about trying to persuade a customer to take something in place of that for which he inquires. A customer asking for something not in stock should never be told in so many words that there is a substitute 'just as good.' Cut out that phrase. Earnestly recommend as possibly acceptable whatever you think will satisfy but leave the impression always that the customer better knows what he wants than you do."

Here are some hints for salesmen:

"Know your stock as you know your way home.

"Try to remember just what your customer wants. He will appreciate the fact that his preferences are kept in mind.

"A salesman's friends should be the store's friends.

"Fight dust. It is the microbe of laziness.

"Read the trade journals at home and keep yourself posted in the details of your business. A man who succeeds in this or any other business is the man who realizes that he does not know it all, but takes advantage of every opportunity to acquire useful information.

"Step forward to meet your customer. Never make him come to you.

"Never ask a customer to follow you to another part of the store to see anything for which he has inquired or which you have suggested showing. Bring the article to him and make him feel perfectly aware that this is what you are there for.

"In showing goods endeavor to make your customer take in his own hands the article you wish to sell. You will find it easier to make the sale than if you kept possession of it.

"In using individual wrappers or compartment bags do not open them by raising them to the lips; use a lead pencil if necessary. Do not handle goods with your fingers any more than is necessary. People do not want goods they put in their mouth pawed over.

"Talk with your customer, not at or to him. The pleasanter you look, the pleasanter you will be. Treat him as you would like to be treated and keep thinking what he will say when he gets out of the store. Use the word 'we' in talking about the business, because you are we."

INSTRUCTIONS FOR SALESMEN.

Besides the book of rules, the company furnishes each salesman with a brand book or salesman's dictionary. This gives the meaning of such words as Colorado (medium); Claro (mild), Maduro (strongest) and contains a brief but adequate history of tobacco and its culture.

No salesman is permitted to wait upon an actual customer until he has mastered these two books. Even then he must first try his hand in a model store and wait upon picked customers. Oral examinations are conducted and each clerk must show just how he means to say "Thank you." If he does not say it with the proper fervor, allowing for his personality, he is told to practice until he can do better, for there must be warmth in the words or they are useless. People do not want to buy goods from a clerk who looks cross.

Once regularly at work, the salesman is not permitted to let his education go stale and become forgotten. Inspectors are steadily at work about the stores, and while buying goods like any ordinary customer, keep watch for any slips from the code established. Their reports read something like this:

"At blank Eighth avenue, clerk did not say 'Thank you.'

"At Broadway and Blank street, clerk did not have his coat on."

"At Blank Sixth avenue, the electric sign was not lighted at 7.30 o'clock."

"At Third avenue, the clock in the store was not running."

Dates for Sumatra Inscriptions.

WE have been advised by J. H. A. Gebing, the Amsterdam broker, under date of January 5th, that the dates for Sumatra inscriptions in that city for 1910 have been fixed as follows:

Friday, March 11; Friday, March 18; Saturday, April 2; Friday, April 8; Saturday, May 7; Friday, May 13; Friday, June 3; Friday, June 10; Friday, July 1; Friday, July 8.

The dates allotted Rotterdam are Friday, April 29, and Saturday, June 25.

A fire January 8th destroyed a warehouse of A. T. Coal, at Eminence, Ky.

H. F. Martin, the well-known manufacturer of Keen Kutter cigars, of York, Pa., visited Philadelphia during the past week, it being his first trip after the holidays, and called at THE TOBACCO WORLD to offer his felicitations on the changed form of THE WORLD.

(*Independent Appeal to Congress.—Continued from p. 17*)

As many of you are aware, the Burley Tobacco Society, of Kentucky, pooled a large proportion of the 1906 and 1907 crops. Failing to sell this pooled tobacco, when the planting season of 1908 arrived, it was determined to cut out the 1908 crop altogether, which was done to a very large extent, with the result that practically the only Burley leaf tobacco for sale was held by the society, which successfully sold it late in 1908. As an association we, of course, have never bought or sold anything, nor have we ever tried to exercise any control in any way over the purchases or sales of any member; still, an effort has been made to connect this association with the purchase of part of this Burley tobacco, while that purchase was made by individual concerns, some of whom are not at all connected with the association. We think, though, that it was largely by reason of the position of this association in the trade, and the representations made to the society by some of your members, that the Burley Tobacco Society did not sell all of its holdings to "one firm or syndicate." Had it done so, many independent tobacco manufacturers would have been sorely inconvenienced for lack of leaf tobacco.

The Burley Tobacco Society was created with the idea of meeting combination with combination, and at first started out to do business upon a plane which would have been beneficial rather than hurtful to the independent tobacco manufacturers using Burley tobacco, but finally its operations, instead of being helpful to the independents and hurtful to their great opponent, really became helpful to the latter, because, while many independents use Burley leaf almost exclusively, that type is not over one-fourth of the leaf which the trust buys and manufactures, and so long as it can get three-fourths of its supply at reasonable prices, it matters little what it pays for the remaining fourth.

At our last annual meeting, the Legislative Committee of our association was instructed to do all in its power to have the anti-coupon bill, which had been introduced in Congress by Mr. Tawney, and was then sleeping in the Ways and Means Committee, enacted into law. Failing to have it reported by that Committee, your committee then endeavored to have it embodied in the Tariff Bill, and in the original bill reported by the House of Representatives this was done, but it was afterwards eliminated. The Senate, however, did embody this provision in its amendment of the House Bill, but in the conference it was defeated. We have, therefore, the remarkable fact that the Otjen Bill, prohibiting the redemption of coupons, was passed by the House of Representatives by a large majority in February, 1903; the United States Senate unanimously voted in favor of this same anti-coupon provision on July 8, 1909, and yet we are without the relief which we believe the measure would bring to us, and it is for the association now to determine what, if any, further action as an association shall be taken in the matter.

Again referring to the statutory packages provided for I would ask your attention to the unnecessary number of packages which may be put upon the market under this provision. At present we have nine statutory packages for smoking tobacco, viz.: 1 oz., 1 2-3 oz., 2 oz., 2½ oz., 3 oz., 3 1-3 oz., 4 oz., 8 oz. and 16 oz. Under the new law there will be twenty-two, viz.: ½ oz., ¾ oz., 1 oz., 1¼ oz., 1½ oz., 1¾ oz., 2 oz., 2¼ oz., 2½ oz., 2¾ oz., 3 oz., 3¼ oz., 3½ oz., 3¾ oz., 4 oz., 6 oz., 7 oz., 8 oz., 10 oz., 12 oz., 14 oz. and 16 oz., and the additional packages, it seems to me, are entirely unnecessary, and were not asked for, and only make upon the shelves of retailers confusion worse confounded, requiring dealers to greatly increase their stocks of manufactured tobacco in order to have complete lines. These additional packages will add nothing to the revenue of the country, but the arbitrary changes will entail useless and unnecessary annoyance and expense to the manufacturers. Why some theorist should have been listened to and have been able to influence Congress in this matter instead of the manufacturers whose interests were at stake will always be a mystery to those who were active in Washington during the pendency of this measure. These new sizes were sprung upon us during the last days of the conference on the Tariff Bill when it was too late for your committee to make any effective protest.

As to the 2 cents increase of tax, that can only be accounted for by the necessity of the Government to increase the revenue, but it seems to me that it would have been much less harmful to have had a slight deficit in the revenues of the country rather than an industry should be paralyzed, and that Congress should have been made to assume the position it now has of siding with the Tobacco Trust, for it cannot be gainsaid that the increase of tax is in its interest. When in 1898 this country was at war with Spain, and the country required additional revenue in order to successfully prosecute that war, tobacco was made to bear its full quota, and the manufacturers then cheerfully acquiesced. That additional tax did more than anything else to enlarge and extend the business of the Trust. Naturally before that increase of tax the jobbers and retailers throughout the country loaded up their stocks at the old tax. Then, during the dull period following, the then large independent tobacco manufacturers became demoralized, and one by one, beginning September, 1898, they sold out their businesses, and within six months the Trust secured many of the most important factories then in the country. Many of these independent factories had been long established, and were rich and powerful, and yet they found that they could not pass the increase of tax on to the consumer, and I believe it will be equally difficult now for the independent manufacturers to pass the proposed tax of 2 cents on, and that the Trust will be the real beneficiary of this increase, because it can pay it out of its profits, whereas many of the independents cannot do so, it being established by the Bureau of Corporations that, while the Trust made a net profit of 9 cents per pound on the tobacco which it manufactured and sold, the independents made only 2 1-10 cents per pound. This is not owing to the Trust being able to buy leaf tobacco cheaper than the independents, to manufacture it cheaper or sell it cheaper, but simply because it owns the old, large selling, profitable brands which have a ready sale throughout the country.

I would not suggest that our association make any effort to have this tax rescinded at this time, but in view of the enormously high price of Burley tobacco, which the independents use to so large an extent, I think we might, with some reason, ask Congress to give us another year's extension of time before this increase becomes operative.

On January 3rd to 6th, 1910, the Government suit in equity against the American Tobacco Company and its allied companies was argued before the Supreme Court of the United States, both sides being represented by some of the most brilliant men at the bar, each one of whom made a very able argument.

To the Hon. J. C. MacReynolds, for his long, devoted, indefatigable and magnificently able work in this Government suit in equity, the independent tobacco manufacturers—in fact, independent manufacturers of every kind throughout the country—will for all time be deeply indebted, and whatever may be the final result of his efforts in behalf of freedom of competition and against monopoly, we have already been greatly benefited and the atmosphere cleared. Secretly owned Trust companies have been smoked out, and we now know pretty well the concerns which masqueraded as independents. Mr. MacReynolds has done more to keep open the "door of opportunity" for independents against trusts than all the regulations of combinations that can be conceived, and as Attorney-General Bickett, of North Carolina, is reported to have said of him—"He is a strong man with strong convictions. He has literally given himself—all that there is in him—to this case. It was easy to see that he was holding a tight rein upon himself as he spoke, and as his voice, vibrating with pentup feeling, rang through the chamber, one somehow thought of Moses standing in the Court of Pharaoh pleading for the freedom of his people."

No man, of course, can tell what the result of this momentous suit will be, but I believe that we independent manufacturers in any event, will never again have our goods thrown out by the jobbers as they were in 1900 in New England, and again in 1904 in both New England and Philadelphia. We may, likely will, continue to find many of the jobbers and retailers very lukewarm as to the sale of our goods; we may, likely will, continue to feel the irresistible, hidden pressure of the Trust upon the dealers, but openly, at least, they will not be given cause to discontinue the sale of independent goods as in the past.

Moreover, I believe that the eyes of the Trust must have been opened to the jeopardy of its position from the taxing powers of Congress disclosed during the discussion of the Tariff Bill, especially in the United States Senate, for it is well known that the distinguished Senator from Indiana, who first proposed to make up the anticipated deficit in the revenue by an increase of the tobacco tax, modified his proposed increase from 6 cents to 9 cents out of consideration for the independents, and that, but for this consideration, he would have recommended an increase from 6 cents to 12 cents, and it is equally certain that finally the Senate modified the advance from 6 cents to 8 cents for the same reasons. While discussing the Tobacco Trust in the Senate, the Senator from Indiana charged that since the repeal of the Spanish War tax on tobacco, manufacturers have mulcted consumers by the sale of short weight packages, shutting his eyes to the fact that the Revenue Department would instantly seize any short weight packages which a manufacturer might try to sell. Of course, some of the fractional sizes authorized when the Spanish War tax was enacted still continue to be sold, but that is only because the cost of leaf and everything entering into the cost of tobacco manufacturing has increased enormously, as, for instance, the grade of Burley tobacco used most largely by nearly every member of our association in manufacturing the ordinary 5-cents packages of smoking tobacco. In 1898, the year of the Spanish War, this grade sold on the market at an average price of 4 cents per pound.

In 1899, 1900 and 1901 it sold at an average of..... 4½ cents.
In 1902 and 1903 it sold at an average of..... 5 cents.
In 1904 and 1905 it sold at an average of..... 7½ cents.
In 1906 it sold at an average of..... 8 cents.
In 1908 it sold at an average of..... 12 cents.
In 1909 it sold at an average of..... 15 cents.

thus showing an advance of 11 cents per pound since 1898, and still a consumer can buy a 5-cents package of tobacco of 1 oz., 1 2-3 oz., 2 oz. or 2½ oz., according to his taste and his regard for his pocketbook.

During the Senate discussion of the Tariff Bill, a Senator from Kentucky, who should have known better, stated on the floor of the Senate, May 28, 1909:

"I wish you to bear in mind, Senators, that there are protests here from all over the country—from cigar-makers and so-called 'independent' manufacturers—against this amendment. Who are these so-called 'independent' manufacturers? Do you suppose that this great combine, before which multi-millionaires have trembled and begged for mercy, would allow a single one of these comparatively insignificant manufacturers to exist, unless it agrees to act in harmony with it? They * * * sing or remain silent at its command."

Yet these independents, whom he derides, according to the report of the Commissioner of Corporations which he had before him, manufactured and sold in 1906 eighty-eight million pounds of tobacco, paying the Government a tax of $5,204,207.28, and in his own State as well as out of it there are many independent tobacco manufacturers who have not bowed the knee to Baliol, and exist only because they could neither be bought out nor forced out.

Coming from one of the most important tobacco growing States, Senator Bradley's ignorance of conditions in the tobacco business is most remarkable, and if he has any regard to veracity, he should inform himself before he again undertakes to enlighten the world.

As an antidote to Senator Bradley's baseless assault, I quote from the eloquent speech of Senator Daniel, of Virginia, in the Senate, July 8th. Speaking of tobacco he said:

"The Men to Stand By.

"The first class is the independent American manufacturer. Whenever you see an independent man anywhere standing up on his own feet and making his fight for life, you see a spectacle for the gods. It is a spectacle, too, which every honest and high-spirited man should honor and respect and hold up in the brave fight against an embattled world. * * * He is the man to count on. He has the metal of manhood in him. He wins not by obvious devices, he wins not by any aspersed combinations; he stands up alone in the world as a manly man. He delights to do, and has the satisfaction of his spirit in doing, and he fights the battle that has made America great.

"We should go to the support of all the gallant men in this country and of all the independent men in this country who are making the true-grit American kind of fights.

" * * * When you have broken down the independents, where else is there to be a competitor in our market to rival any trust in the buying of this tobacco?"

We hear much in these days of the advantages of combination of capital in manufacturing, that by it business is enlarged, and is being extended to remote corners of the earth, but I submit that no one of the great trusts of this country has originated any business. They have but bought up the business established by individual effort and originality, they have reaped what individuals sowed, and it is certain that, so far as the vast majority of the people are concerned—the producers on the one hand and the consumers on the other—a condition of old-fashioned competition rather than combination is to be desired.

Viewing the whole field of our endeavor over, I feel that we can congratulate ourselves that we are still free men and independent, and be stimulated and sustained in the determination to continue so, for surly one of these days the jobbers and retailers of tobacco throughout the country will learn to appreciate the advantage and necessity to them, if they would perpetuate their business, of our continued existence, our continued success, our continued enlargement.

Needless to say, President Campbell's vigorous report was received with the heartiest commendation and applause and when, at the conclusion of the meeting, Mr. W. T. Reed, on behalf of the association, stepped forward and presented to him a magnificent silver loving cup,, exquisite in design and massive in proportion, the applause was more enthusiastic than ever. In tendering this testimonial of the association's esteem, Mr. Reed said:

Mr. President:

At the request of the independent tobacco manufacturers present, I have been selected to express to you their appreciation of your efforts in behalf of the independent tobacco manufacturers during the past year. You have devoted a great deal of your valuable time to their interests, irrespective of whether the different legislative measures then pending would affect your business or not. We particularly appreciate the fact that the Free Leaf Bill and similar measures which were agitated before Congress received your best thought and efforts, notwithstanding the fact that the measure, if passed, would not have affected your business, and we feel that not only are the members of this association indebted to you, but also every independent tobacco manufacturer in the United States. When this association was formed we met as strangers. Since then we have learned to know each other, and all of us have learned to love our president, and it seems fitting at this time that we should present to you this little token of our regard and appreciation.

The beautiful gift came as a complete surprise to Mr. Campell and his emotions were so strong that it was with difficulty that he pulled himself together and expressed his thanks. The engraving on the loving cup was the following inscription:

> Presented to Hugh Campbell by members of the Independent Tobacco Manufacturers' Association of the United States as a token of the high esteem in which he is held by them.

It was at this juncture that the committee which was appointed at the preliminary session reported that the work in which they were engaged was of such a nature that they would not be able to finish their labors for several hours and that they would bring in their report and suggestions the following day. Adjournment was then made until 11 o'clock next morning.

On January 12th, the convention met at 11 o'clock for the second day's session, at which time the order of business included the election of officers for the following year. Despite the urging of all the delegates present, Mr. Campbell declined nomination for re-election. The following officers were then unanimously chosen:

President, W. F. Axton, of Axton-Fisher Tobacco Co., Louisville, Ky.

Vice-President, W. T. Reed, of Larus & Bro. Co., Richmond, Va.

Secretary-Treasurer, J. A. Bloch, of Bloch Bros. Tob. Co., Wheeling, W. Va.

Executive Committee—S. S. Bloch, of Bloch Bros. Tobacco Co., Wheeling, W. Va.; J. N. Bagley, of Jno. J. Bagley & Co., Detroit, Mich.; Ben Pearson, Byfield Snuff Co., Byfield, Mass.; Albert Weisert, Weisert Bros. Tobacco Co., St. Louis, Mo.; Chas. J. Davis, Lovell & Buffington Tobacco Co., Covington, Ky.

Upon taking the chair as president, Mr. W. F. Axton announced his determination of carrying out fully the plans and work which had been so carefully fathered by his predecessor and announced the following committees for 1910:

Legislative Committee—Hugh Campbell, of the United States Tobacco Co., Richmond, Va.; Ben Pearson, of Byfield Snuff Co., Byfield, Mass.; L. Warnick Brown, of L. Warnick Brown & Co., Utica, N. Y.

Membership Committee—F. D. Ware, of Ware-Kramer Tobacco Co., Norfolk, Va.; Paul Bagley, of Jno. J. Bagley & Co., Detroit, Mich.; Geo. W. Myers, of Myers, Cox & Co., Dubuque, Iowa; Jno. D. Moore, Jno. D. Moore Tobacco Co., Lexington, Ky.; Carl J. Walter, Schmitt Bros. Tobacco Works, Milwaukee, Wis.

The Committee on Legislation which had been appointed on the day previous, reported to the convention that in their estimation it would be wise to make a strenuous effort to have Congress grant at least a year's extension from July 1st before the increased revenue tax of two cents per pound on tobacco should be effective and this resolution received the unanimous approval of the convention before its adjournment.

At the Coupons Again.

Washington, January 12th.

CONGRESSMAN JAMES A. TAWNEY, of Minnesota, has once again brought to the front his bill prohibiting the enclosure of photographs, coupons, prizes, &c., in any packages of tobacco or cigarettes, or the giving away of coupons with tobacco. This is the third time that Mr. Tawney has brought forth this bill, but it has died a quiet death in committee on both previous occasions.

Say Missouri Tops Them All.

The Missouri "Red Book" for 1909 indicates that the State of Missouri leads the world in plug tobacco, with no close competitor. The United States Government collected in Missouri during the fiscal year which ended June 30, 1909, the huge revenue of $699,092.91.

The Missouri product in 1908 was 64,978,369 pounds. This consisted of 57,343,476 pounds, plug and 7,634,893 pounds of twists and other forms.

SPECIAL NOTICE

Incident to the fact that the archives and plant of The Tobacco World, which has been published for fourteen years at No. 224 Arch street, Philadelphia, were removed during the Christmas and New Year season to their present spacious quarters at Twelfth and Chestnut streets, the publishers were unable to control the necessary labor to get out the issues of January 1st and 15th on those dates. For this reason this issue is appearing about January 20th.

Corner Store Chat

DID you ever try to roll a cigarette with one hand? It always struck me as a mighty difficult job to do it with two, and after watching Maclyn Arbuckle during several performances of the "Round Up" perform the trick with one hand, I consider that my education was sadly neglected. An amusing thing in this connection was the difficulty of obtaining an actor to succeed Mr. Arbuckle in the part when the "Round Up" took the road this season. The work finally fell to the lot of a good friend of mine, Rapley Holmes, and he told me that the studying of 90 pages of typewritten manuscript was mere child's play in comparison with the arduous work and continuous practice which Arbuckle put him through in his efforts to teach him the cigarette rolling trick.

As a stage novelty, this little piece of "business" which made such a big hit in the "Round Up" is not a new idea at all. Twenty years ago the veteran actor, William H. Thompson, while playing the part of "An American in England," was compelled to go through a ten-minutes' speech on the stage while talking to the leading lady. This is a deadly situation in stagecraft and it takes a wonderful actor to get away with such a situation successfully. Mr. Thompson had at that time a friend named Gilson, who had spent many years in South America, where he had learned the trick of rolling a cigarette in his pocket with either hand. He imparted this knowledge to Mr. Thompson and while standing arrayed in evening dress during the difficult scene before mentioned, Mr. Thompson used to slip his right hand in his vest pocket where he had tobacco papers already folded, manipulate the loose tobacco into shape, twist it and take it from his pocket and slip it in his mouth while resting his head on his left hand. The trick always brought down the house. The veteran actor told me that it took him fully nine weeks to perfect himself in this operation.

To the Western plainsman and the South Americans who acquire the knack from childhood, it is always amusing to see those of the more "citified" ways attempt an operation which peculiarly belongs to the out-of-door class.

Personally, I get my cigarettes ready made.

An old friend of mine who has the habit of smoking himself to sleep, told me the other day that if I should ever be so foolish as to contract the habit, to be sure and always hold my cigar or cigarette between the second and third fingers of my right hand rather than between the index and the second finger. He said in explanation that when the smoker falls asleep and all other parts of the hand are liable to relaxation, the second and third fingers will remain rigid and the cigar or cigarette will never drop from the grasp, whereas between the first and second fingers relaxation is sure to occur and disastrous results might follow. He has learned his lesson by experience, evidently, for his wife told me that twice he had set the bed on fire before a physician friend, despairing of attempting to cure him of his pernicious habit, gave him this sane precautionary suggestion.

I was much interested in reading the other day in Peary's own account of his trip to the North Pole that, despite all the scrutiny bestowed upon every ounce of weight in the supplies which he carried with him on his long and perilous journey, one of the few items was 1,000 pounds of smoking tobacco. This calls to mind the fact that in the equipment of stores for any sailing voyage or sea trip of a lengthy duration the item of tobacco is one of the most important features which a quartermaster must not overlook.

Morgan Robertson, the clever writer of sea stories, emphasized this fact recently in a very amusing bit of fiction entitled "No Smoking," wherein the crew of a sailing vessel were unfortunate enough to have on board the owner of the ship, who posted a sign on the forecastle despite the warnings of his captain, that smoking was not allowed. These orders finally resulted in a mutiny, the breaking into of the cargo by the crew and the owner's ultimate conversion to the use of the fine Havana cigars which the mutineers found stowed in the hold.

A chap had a canny Scot in tow in New York the other day, who had come to him with a strong letter of introduction which he could not well disregard, and he told me an amusing incident in connection with his travels around the city with the Scotchman, which would indicate something of the qualities which enabled the Laird of Skibo to stow away his $200,000,000 worth of Steel bonds.

It seems that for three days the New Yorker had been escorting the wealthy Scotchman around the city, spending liberally for drinks and smokes. About the third day the Briton was getting his bearings and also some idea of American commercial methods. During the course of their travels they drifted into a well-known cigar store, where my American friend laid down twenty cents and called for two ten-cent cigars. The salesman pulled out a box and the Scot watched the operation carefully. After each had helped themselves to a cigar and left the store, they proceeded about twenty steps, when the Scotchman excused himself a moment, slipped back into the store and, laying down a nickel, demanded another cigar. He had observed the "three for a quarter" sign and was not overlooking an opportunity of getting two ten-cent cigars for five cents.

"Shades of Harry Lauder."

The big brood of fanatics who would abolish tobacco from the world and deprive the nations of the soothing weed, should note what Mark Twain has said since losing his gifted daughter, whose tragic death occurred recently in Connecticut. On leaving for the Bermudas, Mark Twain said that since the loss of his daughter, who was the last but one of his household other than himself, he had found his greatest solace in his cigar. Weighed in the balance I should say that Mark Twain has done more to brighten and lighten the path of humanity than twenty of the most-cultured howlers who inveigh against the weed in any of its forms. These forget that the rain falleth on the tobacco fields as freely as it does on a bed of violets and that both have their exact functions in the great economy of nature.

I will say this, however, that the stale smell of certain five-cent cigars can beat a bed of violets hands down.

THE ONLOOKER.

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EDITORIAL.

United States vs. The American Tobacco Co.

We made little or no reference to the arraignment of the American Tobacco Co., at Washington January 3rd, because every paper in the country was talking about it and the subject was a little trite. The Supreme Court, however, seemed impressed with the issue before it and fixed twelve hours for arguments. The Government was allotted five hours, the American Tobacco Co., four and a half hours, and the Imperial Company of Great Britain and the United Cigar Co., two and a half hours. J. C. McReynolds, ex-Assistant Attorney General, spoke two and a half hours for the Government and with him was the Attorney General, Mr. Wickersham. Counsel for the Trust included Junius Parker, Wm. J. Wallace, Wm. B. Hornblower, W. W. Miller, De Lancey Nicholl, Chas. R. Carnith, Morgan W. Mann, John Pickerell, Williamson W. Fuller, Sol. M. Strock and John G. Johnson, the latter of Philadelphia. A big bunch of dignitaries listened to the arguments. W. Bourke Cochran, of New York, asked leave to file a brief, as he had been twisted into the case as an alleged stockholder in the Union Tobacco Co., which the American Tobacco Co. swallowed up. Mr. Cochran said he resisted the swallow, but could not help it and did not want to be pilloried as a conspirator. Mr. McReynolds attacked the Tobacco Trust with his sleeves rolled up and asserted that the Trust comprised sixty concerns and twenty-five individuals, with assets worth more than $400,000,000 and controlling a large portion of the world's tobacco trade.

Lawson and the Burley.

The irrepressible Tom Lawson, of Boston, promises soon to be bawling to everybody to buy Burley, instead of buy "Trinity," "Yukon Gold," "National," "Bay State Gas," &c. It is only a little matter of $50,000,000, but Lawson seems to want the whole crop, Burley thrown in. We might remark just here that the Burley Tobacco Society swears they are no trust and in no way controvenes the Sherman anti-trust law.

What the Trade Thinks of the New "World."

THE new management of THE TOBACCO WORLD tries not to be a vainglorious nor inflated with any false pride, realizing full well that there is much to be improved and a tremendous amount of work to be accomplished. However, the reception, which met the first number of THE WORLD under its changed form and management, was most encouraging to the new owners and the kindly expressions of endorsement and approval which came from many sources have given us much satisfaction and rendered stimulus for greater achievement. Herewith we reprint a few comments:

Wolf & Lukaswitz, Dayton Ohio.—"We want to congratulate you on the new "WORLD," just to hand. It is certainly up-to-date and we wish you all the success you deserve."

Imported Tobacco Mfg. Co., New York.—"It's a classy publication."

Wm. Steiner Sons & Co., New York.—"Welcome to your new sheet. Success to you all! It's great and we hope you will keep up the good work."

H. B. Cochran, representative of Petre, Schmidt and Bergman, lithographers and printers.—"I cannot resist congratulating you on the new copy of THE WORLD just received It is not only the best ever put out by you, but also excels anything I have ever seen in tobacco trade publishing. Success to the new management, etc."

Maurice Wertheim, United Cigar Manufacturers Co., New York.—"Success to the new management of THE TOBACCO WORLD."

Luckett, Luchs & Lipscomb, Philadelphia.—"It is certainly very fine."

Sig. C. Mayer & Co., Philadelphia.—"THE TOBACCO WORLD in its new form presents a truly wonderful transformation."

Bayuk Bros., Philadelphia.—"It is a very recommendable improvement."

William Boucher, Baltimore.—"A beautiful and helpful trade magazine."

L. Wertheimer, of Wertheimer Bros., cigar manufacturers, Baltimore.—"It looks good to me. Hope you keep it up."

Manchester Cigar Mfg. Co., Baltimore, Md.—"If the succeeding numbers are as good as the first, you should have no trouble finding readers and patrons."

Samuel Dealham, Jr., of Kraus & Co., cigar manufacturers, Baltimore.—"Dignified, attractive, well edited and informative, the new WORLD should command attention everywhere."

O. Oppenheimer, of Sulzberger and Oppenheimer, cigar manufacturers.—"The new WORLD is very attractive. Hope you will keep up the appearance and quality."

J. H. Doyle, cigar dealer, Connellsville, Pa.—"Accept congratulations for your new and up-to-date publication. The new dress looks goods."

Monroe Luchs, of Luckett, Luchs & Lipscomb, cigar manufacturers, Philadelphia, said: "It is certainly a fine publication."

Busy Briefs From Baltimore.

BALTIMORE, January 14th.

The usual January slump in the cigar and leaf trade seems to have been lost somewhere in the snow drifts judging from the business which the factories, cigar factories, retail stores and not a few leaf dealers have been transacting since New Year's Day. Several cigar factories have been working overtime with full hands and even with this extraordinary effort have been unable to keep pace with the orders. It is too early to predict for 1910, but if business continues in Baltimore and the South, the way it has started this January, 1910 will undoubtedly set a new mark in volume and productions.

On February 1st, Wm. Boucher, Jr., will be taken into partnership with his father, Wm. Boucher, and the firm name will become Wm. Boucher & Son. They conduct two big retail stores in this city, in addition to a cigar factory.

The former cigar leaf association is planning to hold a dinner this month in the Willard Hotel. Secretary J. W. Sneeringer is now making arrangements for the session.

The Manchester Cigar Mfg. Co. are pushing the sale of their new brand Havana Londras appropriately named "Havana Cadets". These little cigars come nine to a pack and retail for 15 cents. The unusual price and high quality should commend them to retailers and jobbers who are seeking quick sellers of a high order.

H. C. Pfaff, who is known as a manufacturer of the "Willie" and "Clifton Park" cigars, has placed these brands in nearly all the leading retail stores with confidence of the business outlook of 1910.

Mr. L. Wertheimer, of Wertheimer Bros., stated that the business of his house during 1909 was tremendous. Although the holiday trade opened somewhat later than usual, when it did, it began with a rush and taxed their best facilities. Salesmen of this house started on the road on January 10th but it is too early yet to judge the results of their canvas.

M. Kempler & Sons, leaf dealers, have appointed Mr. Suam, of Lancaster, Pa., to manage their house in that district.

The factory of the Golndo Cigar Company, 112-118 South Eden street, Baltimore, Md., was damaged by fire on January 4th to the extent of $2,000.

Von Kapff & Arens, of Baltimore, state that the Maryland tobacco crop of 1908, which was marketed in 1909, comprised 27,072 hogsheads, including 809 hogshead of new ground leaves and 1166 hogsheads of bay, or upper country tobacco. The better grades of Maryland tobacco ranged from 11 to 15 cents.

The same firm state the crop of fire-cured Ohio to be 1988 hogsheads.

F. R. ADDISON.

Columbia Hotel Cigar Stands Change Hands.

With the first of the year the leaseholds on the cigar stands at three of the leading hotels in Columbus, Ohio, changed hands. The E. M. Schoenborn Co., who for several years had controlled the cigar stands in the Neill House, the Southern and the Hartman Hotels, released its ownership of those establishments and the places were taken by the Perfecto Cigar Co. The Schoenborn Co. will, however, continue in control of the stands at the Chittenden Hotel and will also establish a new headquarters on East Long street.

Deisel-Wemmer Co. Increase Capital.

An increase of the capital stock of the Deisel-Wemmer Co., of Lima, Ohio, from $200,000 to $1,000,000 has just been announced. This statement has been made by Henry G. Wemmer, vice president and general manager of the company, which has in addition to its main offices and factory at Lima, Ohio, branch factories also at Wapakaneta, Van Wert and Delphos, Ohio.

The Truth About Cigarettes.

MEDICAL AUTHORITIES REFUTE THE CHARGE THAT CIGARETTES PRODUCE INSANITY.

The *London Lancet* as far back as 1853 was tackling the subject of tobacco adulteration and while it submitted a great many facts, no evidence was shown that the alleged adulterations were injurious to health. In 1888 the Lancet Analytical Sanitary Commission was appointed to inquire into the crimes of the tobacconists and they found then that there was no trace of opium or arsenic in cigarette paper. They did, however, find a trace of copper, chargeable to the metallic lettering on the wrapper.

A great furore was raised in 1891 on this subject and in 1898 the *Lancet's* men purchased in the open market numerous packages of popular American cigarettes and sent them to the *Lancet's* laboratory in London. The *Lancet*, after examination, said that they found no deleterious substances in the samples they analyzed. They urged, however, that concerted action be taken against allowing juveniles to smoke. Dr. Wm. B. Fletcher proprietor of the Neureronhorst Sanitarium for the Insane and a professor on diseases of the brain, in a paper before a medical association, said that in the 1200 cases of nervous diseases and insanity examined by him within twenty years where the cause of the malady was given by friends as the cigarette habit, he had not in any one instance found facts to confirm the charge. He stated, moreover, that while the persons were insane, their insanity was the cause of their excess in smoking and that the excess was not the cause of insanity.

A few years ago the *Medico-Legal Journal* asked all the superintendents of all the insane asylums in this country whether they believed that cigarette smoking was the cause of insanity. Strange as it may seem, only one out of every hundred who sent in replies cited a single instance in which cigarettes had produced insanity. The consensus of testimony from these experts established:

1. There is no evidence that cigarettes contain any substance other than tobacco and paper and there is abundant evidence that they do not.

2. That there is no reason or foundation of fact for the current opinion that the use, or even abuse of cigarettes has *per se* in any case caused insanity.

Cigar Box Stamp Change Possible.

For some time cigar manufacturers in various sections of the country have been appealed to by the respective Collectors of Internal Revenue for their opinion on a new cigar box stamp.

The proposed new stamp for cigar boxes is oval in shape and but little larger than a legal seal. It is to be placed over the nail holding down the lid, and equally over the top and front of the box.

It is stated that while the change has not been definitely settled upon, it is planned to have the new stamps ready for issue at the beginning of the fiscal year on July 1st, 1910. This change, it is also said, is along the line of certain economy which the department has in mind, and the change is calculated to reduce the cost of printing.

These new stamps, however, are calculated to be used only on boxes containing two hundred cigars or less, and the details are now being worked out by the Stamp Division of the Internal Revenue Department. A formal announcement is expected at any time.

Cigar and tobacco dealers of Chester, Pa., have been notified by the board of education of that city that hereafter if any dealer is detected selling cigarettes to boys prosecution will follow. A member of the board stated "there will be some wholesale arrests if the pernicious practice is not quickly broken up."

PROBLEMS OF THE RETAILER

Cigars in Drug Stores.

To-day cigars are a very important article of merchandise in many drug stores, and for the amount of capital invested, space occupied, time taken and work done, druggists are well repaid for pushing the sale of cigars.

It requires very little wrapping, practically no delivering, no dead stock, and sales are most always cash and very little time is consumed in handling the trade. These are at least a few good reasons why it is often profitable for the retail druggist to handle cigars as a side line.

A cigar business can be built up in drug stores by keeping a choice line of goods and a good assortment and in perhaps a better condition than the nearby competitor. The display of a sign that the druggist makes a specialty of selling cigars by the box is often a valuable help in increasing the sales over the cigar counter.

It is undoubtedly true that the drug stores of to-day have a better hold on the smoking public than several years ago, and this must be ascribed to their own energy. This in spite of the fact that the average drug store does not give the cigar case the attention it deserves, for only too many of them seem to think that the department will run itself. And so it will practically, but certainly not as well as if the same attention were given it as would be given to the prescription department in any well-regulated establishment.

During the months of the year when artificial heat is required in the stores is the time when cigars need special attention to keep them from drying out. This is essential. Still another important point is to have a show case that is as nearly air-tight as possible, and the next point is to keep a liberal supply of water in the case, and the more nearly air-tight the case, the less water there will be needed.

A simple, cheap, clean and good way to obtain good results is to have shallow zinc pans about the size of a caramel pan, perhaps a little deeper, with strips of wood or metal running cross-wise, so the cigar boxes can rest on them; or better still have a false bottom made of strips of wood running cross-wise, leaving a space about two or three inches to allow pans to be put underneath; or another plan, have narrow zinc pans about three inches deep, and three inches in diameter, and as long as required, to be placed underneath the lids of open cigar boxes in the case.

This pan arrangement works automatically, for the reason that the more heat the more evaporation of water, naturally, and this counteracts the effect of the heat. During the night, if the show cases are air-tight or nearly so, it is not a bad plan to open one or two doors about two or three inches to give ventilation, and which also keeps the goods from becoming too moist.

In cases where stores are heated by steam, usually more moisture is required, and it might be well to add a moistening device that hangs in the top of the case. There are several styles now in the market, which it is averred fill every requirement.

One of the main points to work for is a reputation for having the best, largest and best kept lines of cigars in the neighborhood, as most every druggist has from fifteen to twenty small dealers in the neighborhood.

By handling the lines from reputable houses the druggist will gain a good reputation. Usually cigars that are sold at a cut-rate are not worth show-case room to the retail druggist. Better keep them out of sight and sell them only when they are actually called for.

Many of the successful drug store stands do not make a specialty of handling advertised brands, but endeavor to place before their trade goods under their own brands, and thus build up an individual trade. A good advertisement for the retail druggist is always the pleased customer and then it matters not if you have sold him a cigar that is well advertised or one of your own brands. The house that has built up the largest business and made the most money is the one which gives the best value and pays the most attention to its customers.

Heart to Heart Talks With Clerks.

The time never was when no work was to be done in the cigar store. The leaving of the arrangement of the shelves to a junior clerk is wrong in its principle, as it is to leave the entire dusting and wood cleaning to a porter. The clerk who takes a pride in keeping the back of counters as clean as the front, and the hidden stock as neat as that which is exposed is by far more nearly the ideal employee. Even rainy days are busy days for the clerk who has an eye for finding work, and the principle of "finding work" is not a bad one to practice. The fellow who waits to be told what to do is usually also the one who waits for an advance of his pay until he asks for it, and then he is not very sure of getting it if he asks for it.

Unless the cigar store clerk likes his work and shows it by his own initiative he had better choose another vocation for he will not do justice to the customer, to his employer nor to himself. If there are things about the business that are distasteful to the clerk, or if he finds he is out of harmony with the surroundings, etc., it would be well for him to talk it over with the "boss".

Whatever you do, don't get "sore" or disgruntled, for you will only drive customers away from the store rather than to bring new ones in. Nothing could be more conducive to creating a bad atmosphere and you simply invite your own failure.

Two Minute Chats With Retail Cigarists.

It is an old adage that an ounce of prevention is worth a pound of cure, and so an ounce of practice is worth a pound of theory. While theories are often valuable the danger is that many men go no further than theorizing and consequently accomplish very little in these times, when the men who do things are in great demand.

Theory is, indeed, very necessary, for the man who works without any theory is working under a pronounced disadvantage. Theories brighten the way of the willing and intelligent worker, but the theory man of to-day, no matter what work he is doing, must necessarily also be a practical worker. He must be able to demonstrate his theories or they generally come to be put down as of very little value. The truly practical man has learned what he knows by experience oftentimes dearly bought, but what he knows he knows well. His great troubles are his limitations. Take him into fields outside of past experience and he is a timid investigator, for he is accustomed to base his actions on precedent.

The theory man, on the other hand, is always trying to break away from precedents and tries to accomplish better results in an easier way. He blazes a new path. This is necessary to progress, and is probably just as important a factor in the world's doings, but it must always be borne in mind that no amount of theory is of any value unless a practical man puts it into practical use.

Any one who has a theory must be practical enough to demonstrate its value, and he must not be satisfied with it merely as a theory. The man who goes ahead and makes his theories a fact is the man who achieves the highest success.

Death of Henry Sommer.

By the death of Henry Sommer, of Quakertown, at the age of 73, the trade has lost another of its beloved members. Although retired from active business for more than five years, as long as his health permitted he was always pleased to be visited by his many old friends in the trade. Mr. Sommer was not only among the real pioneers of the industry in Pennsylvania, but he had gained a reputation which extended across the waters to the "Vaterland," and was accustomed to visit Europe on frequent occasions in quest of Sumatra leaf, of which he made direct importations from Amsterdam.

He had been engaged in the cigar manufacturing business for nearly fifty years, and built up an enviable reputation by his sterling integrity and straightforwardness.

Several years ago the active management of the business was taken over by his two sons, Ferdinand and Edmund Sommer, both of whom had been associated with their father several years and they will continue under the present name of H. Sommer Co.

Death of Cumberland (Md.) Jobber.

Frank C. Kuhn, who has for many years conducted a wholesale and retail and manufacturing cigar business at 7 Baltimore street, Cumberland, Md., died suddenly a few days ago in his store. It is reported that he showed signs of illness and was carried from the store room to the second floor, where the factory is located, but he did not regain consciousness. Mr. Kuhn was about 43 years old and quite popular in Cumberland. He was never married but lived with his mother and sisters.

Jeremiah Albert Stober.

Jeremiah Albert Stober, state treasurer-elect of Pennsylvania, was found dead in bed at his home at Shoeneck, Pa., on the morning of Jan. 10th. For more than thirty years Mr. Stober was a justice of the peace in West Cocalico township. Since 1881 he has been engaged in the manufacture of cigars and as a dealer in leaf tobacco.

For thirty-five years Mr. Stober represented the Coalico township in the Republican County Committee. He served several terms in the Republican State Committee and in 1874 was elected a member of the State Legislature. He was 68 years old.

Morris B. Sands, traveling salesman for D. S. Erb & Co., cigar manufacturers, Boyertown, Pa., died on January 5th. The deceased was 40 years of age and is survived by a widow and several small children.

Sales on the Dilwyn Market, Buckingham C. H., Va., showed the average price prior to the holidays of $7.50.

The tobacco farmers up about Poqunock, Mass., were jubilant over the tobacco damp which came early in the month, causing several hundred acres to be taken from the poles in one night.

The Ketchen & Hayes Tobacco Co., of Tariffville, Conn., hopes to pack this year at least 1500 cases, which will be an increase of 500 over last season.

Spencer Bros., of Suffield, Conn., have leased their tobacco warehouse on Depot street, formerly occupied by the American Cigar Co., to L. P. Bissell. A new heating system and electric lights have been installed.

Late Trade News Briefly Told.

Heleker & Ryan, of Peekskill, N. Y., have been late purchasers of stock in New York for cigar manufacture.

J. J. Eastman's cigar and pool room, 18 Main street, Niagara Falls, was visited recently by a small fire.

The new year starts out well at Binghamton, New York. The cigar making is claimed Binghamton's greatest industry.

A new stripping tobacco factory 50x100 feet with switching facilities is projected by Chas. Dille, a local dealer at Dayton, Ohio.

As intimated elsewhere, Mr. Edward J. O'Brien was chosen president of the Louisville, Ky., Leaf Tobacco Exchange.

Harry F. Smith, of Trenton, N. J., will move his extensive cigar business to 10 West State street, lately a piano store. He is popular in Trenton and a former park superintendent.

At Binghamton, N. Y., Mr. W. S. Powlesy has taken over the interests of Mr. J. Fred Sands in the cigar making business of P. M. Hummell & Co.

N. O. Wallingford, buyer for the American Tobacco Co., has opened a packing warehouse in Dearborn, Kans., and has been purchasing the Platte county's 1909 crop.

A big bunch of salesmen representing the Havana-American Cigar Mfg. Co., had a real good time at Jacksonville, Fla., early this month and were much pleased with the city.

After twenty-two years under the same management, the C. E. Howar Cigar Co., Oskaloosa, Ia., was sold to Frank E. Newels on January 3rd. The factory is one of the largest in the State.

A New York cigar concern employing 300 hands have been looking at a site for a branch factory at Scranton, Pa. They prefer to rent rather than build. W. T. Hackett, a local real estate dealer, has the matter in charge.

The big building of the Kentucky Distillery Co., at Lancaster, Ky., has been secured for a loose leaf tobacco and drying plant. The company consists of Messrs. Hudson, Cook, Burton and Farell.

Early in January First Vice President Wise, of the United Cigar Stores, visited Salt Lake City with the view of opening three stores at prominent up-town locations. These stores will be on a fine scale.

The annual meeting of the stockholders of the Mutual Cigar Co., Buffalo, N. Y., was held at the office of the company, 260 Washington street, Buffalo, N. Y., on January 13th, for the purpose of electing directors for the ensuing year and the transaction of other business.

There has been a large increase in the facilities for handling tobacco in Hatfield, Mass. Elias Bach & Son, of New York, have built a large warehouse with sweat room on land bought of their agent, J. L. Day. J. W. Kieley and P. T. Boyle have built large additions to their warehouses and made additional room for sorters.

A big automobile enjoying a good smoke at its rear dashed into the United Cigar Store, corner Mason and Market streets, San Francisco, recently with frightful effect. Broken glass mixed with cigars, cigarettes, chewing and smoking tobacco and glass show cases filled the atmosphere and the automobile had nothing to boast of when the ruin was surveyed.

The Dark Tobacco Planters' Protective Association are planning to move from Guthrie, Ky., to Clarksville, Tenn., and will office in the Masonic Temple there. It was shown that 30,000 hogsheads of the 1909 crop were pledged to the association and that good prices were received for independent tobacco last year. This was developed at the annual meeting of January 6th, when also it was decided to have but three sales places, viz.: Clarksville, Tenn.; Springfield, Tenn., and Paducah, Ky.

New Cigar Factories for Detroit.

MANUFACTURERS WILL ERECT NEW BUILDINGS TO INCREASE THEIR OUTPUT.

Detroit, Mich., Jan. 13.

WITH the holiday rush fairly over, Detroit and Michigan cigar and tobacco manufacturers are settling down to routine. A visit at different manufacturies during the past week revealed the fact that most dealers are taking stock. From what incomplete records were at hand a very good 1909 business was shown, and in the main Detroit manufacturers are satisfied with the season.

The year opened sluggishly slow. Due to the financial depression and the unsettled condition of the State over the Prohibition question retailers were slow in buying stocks. However, once the situation was relieved, business picked up rapidly, and when the year closed the different plants in the city were putting in full time trying to meet demands.

Just now, factories are beginning active operations about two weeks sooner than customary. Previously cigar and cigar box factories have started wheels turning about two weeks after New Year's.

Wholesalers, too, report a more than average business in 1909. Collections are easy and money seems freer now than in months.

The inability of Detroit railroads to handle the freight during the last few weeks has resulted in a congestion in the local yards and this has retarded the filling of orders.

An endeavor to give the public the best possible cigar for the money is the underlying principle in the business of the G. H. Johnson Cigar Co., in Grand Rapids. Assisting the head of the firm—G. J. Johnson—in this business enterprise, which has recently moved into its new $50,000 home, where employment is given to upwards of 300 men and women, are H. F. McIntyre, vice president, and J. Dietrich, secretary-treasurer. The company manufactures, yearly, 15,000,000 cigars. The company has a wholesale storehouse in Minneapolis, Minn., as well as two retail stores, one in Grand Rapids, and one in Beloit, Wis. The new three-story building is a model of its kind, made to make it an ideal working place. Its superficial floor space is 45,000 square feet. The shipping and packing rooms occupy 3,000 square feet. On the second floor are the strippers' rooms, while up another easy flight of stairs is the factory proper, where about 250 young women are employed. The floor is brilliantly lighted and absolute cleanliness prevails everywhere.

In the basement are located the great stores of tobacco. Mr. Johnson goes in person to Amsterdam, Holland, to select his Sumatra stock for wrappers, which he purchases through brokers at auction sales conducted by the Holland government.

All the girls entering the service to learn are paid a living wage from the start. They are paid $4 per week at the start and this payment is continued until they have either proved themselves unwilling or incompetent, upon which they are discharged. When they have acquired reasonable skill they are placed on piece work and the average wage is $14 weekly. A girls' chorus is one of the features of the organization.

The San Telmo Cigar Co., of Detroit, will erect a four-story building at Michigan avenue and Thirty-fifth street, as soon as the weather permits. The company has purchased a strip of land with 195 feet frontage. It will be concrete construction, fire-proof and with all modern conveniences. It is said the company will give employment to 1,000 more persons.

It is understood among Griswold street brokers that the Scotten-Dillon Co., will soon declare an extra regular dividend. This will mean that the company will distribute, during the year, 40 per cent. on a capitalization of $500,000.

In spite of an extension of the "dry territory" during 1909 the receipts for cigar stamps at the Internal Revenue Office showed an increase from $679,316 to $733,828, while tobacco shows a slump from $1,347,414 to $1,289,925. The cigar figures show that about 18,000,000 more cigars were made in 1909 than in 1908.

James F. Hammell, of Lansing, former president of the Michigan Knight of the Grip, was toastmaster at the annual banquet, in Lansing, recently.

Jesse J. Dusseau, cigar dealer on Monroe avenue, Monroe, has improved the exterior appearance of his building.

Harvey Haysmer has moved his Belding cigar shop to another building, where more light is given.

Richard Everett, of Traverse City, has sold his stock of cigars and tobacco to M. E. Downey.

W. J. Conklin will open a cigar factory in Perry. Mr. Conklin is an old cigarmaker and has also secured the service of another.

The Southern Tobacco Output.

KENTUCKY MAKING ONE-THIRD OF NATIONAL CROP.

Cotton is not wholly king down in Dixie, when the farm values of the tobacco crops of several of the States are considered.

Kentucky's tobacco crop for last year is reported as worth $37,174,200. Kentucky's tobacco acreage is estimated at 420,000 acres and she grew last year about one-third of the entire corp of this country.

The whole tobacco crop of the country amounted to 949,357,000 pounds. The famous Burley district of Kentucky comprises 255,000 acres, having an output of 244,800,000 pounds, to say nothing of the night riders and shot guns which have terrorized the country.

Next to Kentucky comes North Carolina, her product in 1909 being 144,000,000 pounds. Virginia ranks third, with 120,125,000 pounds. Coming northward, Ohio ranks fourth, with 83,250,000 pounds; Tennesseee fifth, with 53,290,000 pounds.

Indiana's production was 19,000,000 pounds, while Illinois produced but 1,000,000 pounds.

The supremacy of Kentucky is apparent as a tobacco-growing State. The Kentucky tobacco crop for 1909 is described as inferior to that of 1908, chargeable, as stated, to the excessive rainfall.

In the Kentucky Markets.

Business at Hopkinsville, Ky., ceased briefly during the Christmas holidays. The American Snuff Co. began receiving again December 27th, and the Imperial and Tandy & Fairleigh, January 3rd. The loose floors began purchasing January 3rd, since which date there has been much doing. Every house in Hopkinsville was reported full of tobacco on January 1st, and there are large lots that are not yet delivered and were not sold up to January 1st.

Reports, as we go to press, indicate general activity.

Warehouse sales held at Louisville, Ky., Jan. 6th, including shipments from ten states, fetched good prices, burley ranging from $10 to $21, darks $4.50 to $11. At Lexington, Ky., several hundred thousand pounds sold at 9 to 27 cents.

Mayor W. O'Head, though asking to be relieved as president of the Louisville, Ky., Leaf Tobacco Exchange, was prevailed upon to accept another term. Helm Glover was chosen again as secretary.

Jas. L. Cusick, of Crowther & Cusick, cigar manufacturers, at Gardner, Mass., has bought the interests of Luke S. Crowther and is now in charge of the business. He has the largest cigar factory and tobacco house in Gardner.

The Cuban Market

From Our
Exclusive Bureau
36 Zulueta
Havana, Cuba.

Havana, January 8th.

IN looking backward over 1909, the statistics kept by your correspondent show a decrease of only 3000 bales of the whole crop of the Island of Cuba, as compared with the year 1908, while the stocks on hand Jan. 1st, 1910, at Havana in first hands show the same figures as the previous year. I do not claim that the statistics are entirely correct to the bale, as many figures have to be estimated, but as no Government records are kept about the crop, my figures approximate the truth as nearly as can be done under the given conditions and circumstances. To find out the exact holdings of each leaf dealer is also an impossible task, because some people will declare their stocks either too high or too low, therefore the stocks have to be calculated by the receipts from the country and the sales reported.

Stocks on hand Jan. 1st, 1909, at Havana in first hands were		100,000 bales
Receipts from the country from Jan. 1st to Dec. 31st, 1909		468,027 bales.
Receipts from the country by carts and not figured previously (estimated)		35,000 bales.
Total		603,027 bales.
Less sales reported during the year 1909.	354,839 bales.	
Less sales made direct in the country by farmers to our local and Northern manufacturers and American dealers, estimated	148,188 bales.	503,027 bales.
Stocks in first hands of our local dealers Jan. 1st, 1910		100,000 bales.

1909 Crop of Leaf Tobacco of the Island of Cuba.

	Vuelta Abajo. Bales.	Semi-Vuelta. Bales.	Partido. Bales.	Matanzas. Bales.	Remedios. Bales.	Santiago de Cuba. Bales.	Total Bales.
Received by R. R. & steamers	222,338	30,016	33,845	428	172,197	9,203	468,027
By carts	.....	.....	35,000	....	.....	.....	35,000
Shipped direct from other ports	.....	.....	.....	....	10,332	9,544	.....
Estimated to arrive yet	15,662	984	155	....	2,803	797	20,401
	238,000	31,000	69,000	428	185,332	19,544	543,304
Less belonging to 1908 crop up to Apr. 3, 1909	7,111	2,261	1,772	256	10,332	4,544	26,276
1909 crop	230,889	28,739	67,228	172	175,000	15,000	517,028

Comparative statement in round numbers of the crop of the Island of Cuba for the last five years:

	1905. Bales.	1906. Bales.	1907. Bales.	1908. Bales.	1909. Bales.
Vuelta Abajo	265,000	138,000	275,000	222,000	231,000
Semi-Vuelta	25,000	13,000	26,000	25,000	29,000
Partido	58,000	42,000	60,000	54,000	67,000
Remedios	120,000	92,000	130,000	193,000	175,000
Santiago de Cuba.	15,000	9,000	21,000	26,000	15,000
Total	483,000	294,000	512,000	520,000	517,000

Business since my last report has not been very active owing to the absence of many buyers from the North, but this is bound to change during the month. Whether holders of stocks will favor purchasers of leaf will depend also to a large extent upon the prospects of the coming crop, and if the latter should continue to be favorable, prices may be a trifle softer, while on the other hand if the country should have no rainfall during January then they might stiffen their figures again. Altogether our leaf dealers have made only very moderate profits on their sales, and unless they can dispose of their unsold goods at former prices they may come out at the short end of the horn at the end of the season.

Sales total 4435 bales, which, according to origin, represent 2115 of Vuelta Abajo and Semi Vuelta, 270 of Partido and 2050 bales of Remedios.

Of the above quantity American buyers secured 2746 bales, exporters for Europe 654 and our local cigar and cigarette manufacturers, 1035 bales.

Exports of leaf tobacco from Havana up to Dec. 31st, 1909, were:

To all ports of the United States	4676 bales.
To all ports of Europe	714 bales.
To Buenos Aires	4 bales.
Total	5394 bales.

This makes the total exports from Havana from Jan. 1st to Dec. 31st, 1909, 372,202 bales, against 332,327 in 1908, and 200,672 bales in 1907. It shows an increase of about 11% as compared with 1908, or about 85½% as compared with the year 1907.

Buyers Come and Go.

Arrivals:		
Victor Ettlinger,	of E. Hoffman & Sons,	New York.
John Hart,	" Hart & Murphy,	St. Paul, Minn.
Vincent Planco,	Prest. of the Ruiz Suarez & Co.,	New York.
Simon Ruppin,	of Simon Ruppin,	"
Day J. Apte,	" El Progreso Cigar Co.,	Tampa.
Wm. H. Streeter,	" Tierra del Lago factory,	"
Alejandro Nistal,	" Gonzalez, Fisher & Co.,	"
Wm. E. Fisher, Harry Mills,	" Gonzalez, Fisher & Co.,	Chicago.
Jos. Lovenstein, R. J. Reynolds, V. M. Myers, C. N. Saunders, Ben Erlich,	" Cortez Cigar Co., Savannah, Ga., office.	Key West, Fla.
And returned:		
Pepin Rodriguez,	" Romeo & Julieta factory,	Havana.
Departures:		
Aug. Kuttnauer,	for Chicago.	
Howard Friend,	for New York.	
Ventura Blanco,	for Philadelphia.	
Wm. H. Streeter,	for Tampa.	

Havana cigar manufacturers have had a hard year to contend with in 1909, as only a few of the largest factories can be said to have made some money, while the big majority have not had sufficient orders to pay their expenses. The factory which cannot work with full forces is in a precarious condition as the running charges are almost the same, whether it is working with full steam or only half the power. The craze for light-colored cigars has been another of the drawbacks, as the 1909 crop only produced an exceedingly small number of light leaf wrapper bales and which commanded extraordinary high prices. Importers and retailers of cigars in the United States ought to be aware of this fact and therefore educate the smokers not to insist upon such colors, as in reality the colorado shades are sweeter in taste and have a higher aroma. The raising of the tariffs in Europe has curtailed the consumption of Havana cigars, so that now only very rich people can afford the luxury of a legitimate Havana cigar. Cuba as a ward of the United States has some claim for a more liberal treatment and it is in the interest of both nations to see each other prosperous.

The Henry Clay & Bock & Co. Ltd. is only restrained from working with full forces owing to the inability of replacing its stocks from the material in our market, and therefore is curtailing the execution of its numerous orders until the new crop should be in the market and be fit for the cigarmakers' tables.

"Sol" is working on sufficient orders quite steadily and owing to the fine quality of its cigars Behrens & Co. are receiving many repeat orders.

"Romeo & Julieta," "Partagas," "La Escepcion," as well as H. Upmann & Co. are fully occupied.

Buying, Selling and Other Notes.

B. Diaz & Co. sold 700 bales of Vuelta Abajo to local manufacturers.

Howard Friend, who left on Jan. 1st, 1910, by the S. S. "Havana," has purchased close on to 1000 bales of all kinds of leaf tobacco, as trustworthy sources proclaim; and as he is an excellent judge of Havana, he shall have acquired some of the finest Vegas of Vuelta Abajo from the lowland, as well as the hilly sections. The customers of the Friend Havana Tobacco Co. can be sure to find tobacco to suit them in every respect.

Puente Granda & Co. were sellers of 500 bales of Vuelta Abajo and Partido.

August Kuttnauer is reported to have purchased 1000 bales of leaf tobacco for the well-known and highly-respected firm of Rothschild, Sons & Co., of Chicago.

Sons. de A. Gonzalez closed out 400 bales of Vuelta Abajo and Remedios tobacco. This firm intends to move into their newly constructed warehouse Industria 152 to 158 and No. 2 Barcelona street, about Jan. 15th.

Ventura Blanco left on Saturday, Jan. 1st, by the S. S. "Havana," after having secured another 800 bales of leaf tobacco.

A. M. Calzada & Co. are reported to have sold 350 bales of their fine Vuelta Abajo escojidas to various customers. Don Antonio has acquired the hustling habit from his long stay in the United States and is never happy unless he is always fully occupied, buying in the country or selling in town.

Luis Marx has been picking ripe leaves from his large plantations, "Zorrilla" and "San Antonio," for the last two weeks and is enthusiastic about the fine aspect of the plants.

Herrera, Calmet & Co. disposed of 325 bales of Remedios leaf.

The Savannah office of the Cortez Cigar Co. of Key West sent five of their salesmen to our city so they could intelligently speak about the fine quality of the tobacco employed by the above factory and push their sales. It is said that each of the five gentlemen will have to sell each one million more cigars in their respective territories this year. The names are: Jos. Lovenstein, R. J. Reynolds, V. M. Myers, C. N. Saunders and Ben Erlich.

Gonzalez & Benitez sold 300 bales of Vuelta Abajo, Semi-Vuelta, Partido and Remedios.

Sylvester & Stern commenced cutting tobacco on their plantations at Santiago de las Vegas Monday last, January 3d, 1910.

I. Dankowitz was seen in many of our warehouses and shall have purchased already several choice Vegas.

Eugenio Palacio & Co. disposed of 230 bales of Remedios.

Victor Ettlinger has come principally to examine the packings made by E. Hoffman & Sons, but may incidentally invest in some further vegas of fine quality tobacco.

Fernando Fernandez & Hno. sold 100 bales of Vuelta Abajo, an excellent factory Vega, to one of our local manufacturers.

The following houses were the largest shippers over 200 bales each, during the week ending December 31st, 1909: Leslie Pantin, Charles Blasco, I. Bernheim & Sons, Garcia & Co., Miguel V. Perez, Loeb, Nuñez Havana Co., José Suarez, A. Pazos & Co., Manuel Menendez Parra and A. Moeller.

Receipts of tobacco from the country:

For Week Ending December 31, 1909.	Since Jan. 1, 1909.
1880 bales Vuelta Abajo	222,338 bales.
1148 bales Semi-Vuelta	30,016 bales.
21 bales Partido	33,845 bales.
.... bales Matanzas	428 bales.
1214 bales Remedios	172,197 bales
114 bales Santiago de Cuba	9,203 bales.
4377 bales	468,027 bales.

Oretaniv.

Trade Comment.

The Wm. Kohlhepp Cigar Co., of Louisville, Ky., has amended its charter, reducing its capital somewhat.

A recent item credits Meriden, Conn., with producing 75 brands of cigars bearing the blue label of the union.

C. L. Soule, wholesale tobacconist at Burlington, Vt., who was burnt out recently on St. Paul street, will likely relocate on Main street.

It is going about through the papers that the weight of a package of tobacco, which was reduced to offset the last war tax, has never been restored. The war ceased but the light weight continued.

Don't forget, gentlemen, that the average American likes a good liberal plug and a fair-size smoke.

Down in Hopkinsville, Ky., there seems to be one too many of the numerous unions and protective associations created for the benefit of the producers. One of these, called the Planters' Protective Association, is reported as languishing because the farmers think it a needless overseer of their affairs.

The Burley bill down in old Kentucky gets an enormous amount of free advertising, as naturally it must, for it is now stated that they control an output of 120,000,000 pounds, for which they would like to get 20 cents. Who says that the farmers cannot get up a corner in things when they get their weather eye really open?

Cigar dealers at Chattanooga, Tenn., got really mad Christmas and New Year when they caught the wholesalers, or thought they caught them, selling Christmas cigars in retail quantities at wholesale prices. All the retailers ask is that the wholesalers wear the garb of the gentle sheep, which they pretend to be and thus give the retail lambkins a chance. When this is done both will be real good.

Atchison Manufacturers Have Success.

The manufacturing firm of Byram-Snowden Cigar Co., at Atchison, Kans., according to a statement given out by Mr. James Byram, of that company, had a very satisfactory business during 1909. They are employing a good-sized force of cigarmakers and have good prospects of being able to increase it at an early date.

Brisk Business on Pacific Coast.

ROADMEN SENDING IN GOOD ORDERS ON THEIR FIRST TRIPS.

San Francisco, Jan. 5.

THE holiday business closed in a manner satisfactory to everybody connected with the cigar business, jobbers being well cleaned out of all surplus stock and special lines, while the retailers have just enough left to prevent a shortage during the next few weeks. Things are now quieting down a little, but the retail business is keeping up remarkably well for this time of year, when most people are supposed to be smoking up their Christmas cigars. Part of the retailers' prosperity may be due to the more lenient attitude of the new city officers toward the forms of petty gambling which have been a stimulant to the cigar business in the past. A new game with ten-sided dice has been introduced, and if it does not increase the sale of cigars it at least gives the stands a busier appearance than they have had for several months.

There is no jobbing movement of any consequence at this moment, as everybody is taking stock, and the retailers are holding off for a week or two to clean up whatever they have left over from the holidays. Orders are beginning to come in again from the outside, however, as all the traveling men are again on the road. Collections are improving to some extent, as the holiday profits were good, and retailers who are known in the trade have no difficulty in getting credit if they want it. General conditions are prosperous both here and in other parts of the State, and the outlook for the new year is most encouraging.

San Francisco brokers and jobbers handling Manila cigars say that the Coast requirements are now pretty well filled, enabling them to ship considerable stock to the Eastern markets. The demand here has been very heavy during the fall, and is still quite large, though as the novelty has worn off the Manilas are not such ready sellers as when they first appeared. The same thing is likely to happen in the East, but it will probably take several months before all parts of the country are able to get a taste of the Oriental product. Owing to the limited capacity of the Manila factories, it is not expected that the domestic manufacturers will meet with any serious competition from that quarter.

E. M. Elam, agent for I. Lewis & Co.'s "Cobs" and general cigar broker, has just returned from an absence of several months in the Philippines, where he secured the agency for a large factory. Mr. Elam characterizes the business so far done with Manila goods as speculative, and says that most of the stock received here has been of a poor quality and likely to hurt the Manila business. He will receive his first shipment, consisting of nickel goods, on Jan. 27.

H. L. Judell & Co. are starting out on their campaign for the new year with the Elisardo cigar, and now have all their men on the road.

Kohlberg & Co., the local leaf tobacco dealers, are getting in some large shipments of leaf.

M. A. Gunst & Co. are receiving quite a lot of Manila goods for their chain of retail stores on the Coast, but for the present will not handle these lines in a jobbing way. Their salesmen for Southern and Central California started out the first of the week, and are sending in good orders. The company's business in some of its staple lines, notably the Van Dyck and Owl, for the past year has gone far ahead of all former records, but during the present lull considerable stock in these lines is being accumulated, and the company expects to be able to fill orders for all sizes for the next few months.

Leo M. Lehman, who gained great popularity with the San Francisco trade in the two years after the fire as Coast representative of the Waldorf-Astoria Segar Company, is again in the city. This time he has come in the interest of the El Provedo factory, and expects to establish permanent headquarters here, covering the entire Coast territory.

The wholesale cigar business formerly conducted by Jos. Schlumpf at Seattle, Wash., has passed into the hands of M. A. Gunst & Co.

K. G. Baillie, of the K. G. Baillie Company, has gone East for a visit to the factory of Mendez & Gomez.

The San Francisco retailers have been somewhat agitated for the last few weeks by a report that some of the jobbers were planning to organize an association to look out for the interests of the jobbing trade, with the intention, it is understood, of opposing the retailers' association in some particulars.

The San Francisco cigar makers' union at a recent election named the following officers for the ensuing year: F. Perry, president; C. Drabeck, vice-president; C. McKinnie, secretary, and C. Glisner, treasurer.

Rinaldo & Beebe have started a strong campaign on their new "Bingo" 5-cent cigar. They have added several new salesmen, and started five on the road last week.

James Birdsall, formerly Coast representative of Berriman Bros., is now in the East in the interest of the Manila lines of Castle Bros.-Wolf & Sons.

Leopold Powell, of Leopold Powell & Co., Tampa, spent some time on the Coast last month, calling on his local representatives, Willard Bros.

I. Asch has secured the cigar stand concession in the new Palace Hotel, and opened an attractive place in that building. He makes a specialty of several high-class lines, and reports quite a large sale of imported goods.

J. W. Levy, who has formerly been located at 541 Market street, has occupied the stand in the Call Building, which had been vacant for some time.

Sol Arkush, Western representative of the Martinez-Havana Company, is making a visit to Harry Bercovich, his local agent. Mr. Bercovich has been getting in goods in satisfactory time for several weeks, and is now able to supply his customers in the trade, as well as his own chain of stores. He reports a very large holiday business at his stores here and at San Jose.

H. S. ALLEN.

Will Poets Smoke Hereafter?

It is said that all poets smoke and some of their effusions now appearing in the newspapers suggest the hope that they will continue to do so after life's fitful fever is over.

If we are thought severe, just read the few lines below:

When in the gloomy tower confined,
Perhaps to lighten melancholy,
To banish from his brooding mind
Thoughts of the sins of Walter Raleigh,
Thoughts that were tinged with vain regret,
He may have smoked a calumet.

Of glory he has won enough
To drown the memory of his folly—
We bless the solace of the puff
Bequeathed by daring Walter Raleigh!
Indeed we never shall forget
His venture with the calumet!

The Sultan to forget his troubles,
Indulges in the pipe that bubbles.
The poet, that is, minor poet,
On cigarettes is forced to go it.
Cigars, the real ones, will inspire
The noble bard to twang his lyre.
The laborer, when feeling logy,
Gets exaltation from a stogy.
The conqueror in conflicts gory
From smoke wreaths fashions wreaths of glory.

George A. Gagnor, a cigar dealer at Glens Falls, N. Y., has filed a petition in bankruptcy. The liabilities are given at $1366. No assetts are stated.

New York City.

The holiday state has not yet wholly disappeared from the leaf tobacco market, and yet one good-sized sale of seed leaf is recorded to usher in the new year. Shipments of goods during the past fortnight were in greater evidence than actual sales made during that period, but this was in fulfilment of orders received previous to the closing of 1909. There was a moderate business in nearly all types of domestic leaf, but none have been for any noteworthy quantities. Market conditions were probably somewhat effected by the liquidation proceedings instituted by a Water street house. The leaf men still maintain that there must come some advance in prices, commensurate with the increasing output of cigars. The brisk inquiries are regarded as an indication of this likelihood.

Business seemed to open pretty well in the Sumatra market since the new year, and importers have no fear of failure to receive a ready demand for whatever goods remain of last year's purchases, and it is pointed out that the quantities they carried over this year was below the average quantity.

The Havana market has also been fairly active, manufacturers having need for additional supplies for early use. A strong demand for goods is also reported from Havana.

PHILADELPHIA.

Activities in the leaf trade have been a little tardy thus far this year, but it is attributed to be due in a large measure to the prices demanded by packers, and as a result only small quantities of goods have thus far been taken. There are, however, some potent indications of an early activity in seed leaf tobaccos, because the cigar industry is admittedly starting out with much better prospects than it did in 1909, and manufacturers' stocks are known to be considerably depleted.

Sumatra tobacco has been selling in very moderate quantities thus far, but prices have been fully maintained.

The conditions of the Havana market are about normal, and although sales have not been voluminous, there are encouraging indications of approaching activity.

LANCASTER.

Considerable activity has been recently displayed in the buying of the new crops of tobacco. Buyers have been driving for some time, and prices have been driven up somewhat by the competition which naturally ensued. In fact, there are higher prices being paid this year than there was last year. Representatives for several cigar manufacturing houses have been among the most aggressive buyers thus far. Tobacco is not generally taken from the poles yet, but contracts are being made nevertheless. The 1910 tobacco is conceded to be of better quality than was expected it would develop when the crops were being harvested. Very little damage has occurred this year and the leaf has cured nicely. Drivers have lately had much difficulty in getting around owing to the very bad roads, and to this is no doubt attributable the fact that not a larger proportion of the crops have yet been bought up.

Ohio.

Dayton.

Buying has started with a vim since the first of the year. Much tobacco has been bought within the last week, and buyers are out strongly for the Zimmer Spanish. The Seed and Dutch have about all been picked up. The weather for the most part has remained dry and much tobacco is still hanging on the poles. The 1906 Zimmers and Gebhardt is being sampled and in fact it is going out about as fast as it can be sampled. It is expected that the manufacturers will discover later on that there is actually a shortage of Ohio tobaccos.

Miamisburg.

Tobacco raisers in this section were fortunate a few weeks ago in taking down enough tobacco to keep them partially employed during the recent cold snap. Probably about one-third of the tobacco raised in this section has been taken down and about stripped. Very few sales of the new crops have thus far been reported, but frequent sales have been reported in the northern districts. It is expected that buying will now begin more vigorously.

Arcanum.

Spanish tobacco is being bought at about 10 cents, but not briskly. Buyers are picking their crops and insist that the present price is too much, with the result that not many sales are being made. Either the buyers or the farmers will have to change their minds before there will be much buying going on. The reports generally indicate a nicely cured lot of tobacco this year.

New England.

The tobacco growers of the Connecticut Valley seem more jubilant than they have been for some time. They are beginning to feel more confident of a good market for their crops. Farmers are waiting for a damp spell, that they may take their tobacco down and begin work at stripping. There has been comparatively little driving done in the valley thus far. Goods thus far bought were obtained at very moderate prices.

According to the estimate given by the United States Department of Agriculture the general trend of prices so far for the 1909 crop has been toward lower values than those which prevailed a year ago for 1908 crops, except in a very few instances.

Wisconsin.

Very little progress has been made this year in the buying of the new crops of tobacco owing to the almost impassable conditions of the roads, as the entire state has been so thoroughly in the embrace of the blizzard. No tobacco could be brought to the markets from the country districts owing to the bad roads and deliveries have consequently been seriously interfered with. Even the work of stripping tobacco has been held up pending milder weather conditions.

The Government reports of the 1909 tobacco crop in Wisconsin gives the acreage at 31,500 acres, or 37,120,000 pounds, valued at $4,419,000. In sufficient rains during the early part of the summer retarded growth, and it was not until after the middle of August that sufficient rains fell to be truly helpful to the crop, and now an average production per acre of about 1180 pounds is observed, and that is slightly greater than the production of 1908.

New England Tobacco Gossip.

At a recent meeting of the New England Tobacco Growers' Association a panic almost ensued the discovery that there was a balance in the treasury of only $11.10, and that a check for $75.00 had not reached its intended destination. This was straightened out and the report of the treasurer was then accepted. The following officers were elected for 1910:

President, Thaddeus Graves, Hatfield, Mass.; vice president, W. S. Pinney, Suffield, Conn.; secretary, W. S. Ackley, East Hartford, Conn.; treasurer, W. S. Davis, Hartford.

The board of directors is composed of Ariel Mitchelson, Tariffville, Conn.; Edmund Haliday, Suffield, Conn.; W. S. Pinney, Suffield, Conn.; B. M. Warner, Hatfield, Mass.; Albert Belden, Agawam, Mass.; Fred. B. Griffin, Windsor, Conn.; Chas. H. Ashley, Deerfield, Mass.; Nathaniel Jones, South Windsor, Conn.; W. K. Ackley, East Hartford, Conn.; P. F. McGrath, Northampton, Mass.; H. W. Alvord, Poquonock, Conn.; J. S. Forbes, Burnside, Conn.; E. N. Phelps, Windsor, Conn.; H. H. Graves, Hatfield, Mass.; W. A. Wilson, Hadley, Mass.; W. J. Hayes, Tariffville, Conn.; Lyman Craft, East Whatley, Mass.; H. S. Frye, Poquonock, Conn.; Thaddeus Graves, Jr., Hatfield, Mass.; Hector Chapman, Glastonbury, Conn.; Owen E. Case, Barkhamsted, Conn., and Marcus L. Floyd, Granby, Conn.

Resolutions were again adopted opposing the free importation of tobacco from foreign countries, and addresses were made by Dr. Jenkins, of the Connecticut Agricultural Experiment Station; J. B. Stewart, United States tobacco expert, and others.

Wm. J. Mahoney, for a long time with the Eastern Cigar Co., at Springfield, Mass., has accepted a position as foreman in the Diehl & Murray cigar factory at that place.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Receivers for Loeb & Co.

The trade along Water street, New York, were immensely surprised by the announcement on January 13th that upon the application of Harry N. Gitt, partner in the firm of Loeb & Co., wholesale leaf importers and dealers, 148 Water street, New York, the Supreme Court, Justice Amend, had appointed Morris J. Levi and Alfred Beckmann receivers, to take over the affairs of the concern and continue it, pending a dissolution. The two partners in the firm are Leopold Loeb and the petitioner, Harry N. Gitt, and while solvent in every sense of the word, internal dissensions have led to this drastic action. The assets of the firm are given at $425,000, with liabilities of $273,698. The receivers appointed by the court are bonded in the sum of $100,000 and the Lawyers' Title Insurance & Trust Co., of New York City, is designated the depository for the firm until its affairs are finally adjusted.

"The Red Kamel" Makes a Hit.

The Imported Tobacco Mfg. Co., whose factory is at Sixth avenue and Twenty-sixth street, New York, tell us that their new brand of popular price 10-cent cigarettes, the Red Kamel, has made a big hit with the trade in New York, and, in fact, wherever shown, and the house is pressed to its capacity at present to fill orders not only on this, but on their other grades of Prize Cup and Regatta cigarettes.

The Messrs. Strause, proprietor of the Imperial Co., are live business men and know how to embrace an opportunity when it presents itself.

C. A. Whelan New Head of United.

C. A. Whelan, head of the C. A. Whelan Co., has succeeded his brother, Geo. Whelan, as president of the United Cigar Stores Co. Geo. Whelan has been president of the United Company since it was formed and C. A. has been vice-president.

Petition in Bankruptcy Filed.

A petition in bankruptcy has been filed against the cigar manufacturing firm of Edelman & Korn, of 1554 Third avenue, by creditors of the concern. The individual members of the firm were Morris Edelman and William Korn. It is now alleged that they are insolvent and have transferred all their property, valued at $10,000, to the Ability Cigar Co. and made preferential payments to certain creditors. Langdon P. Maroin was appointed receiver by Judge Hand, and bond was fixed at $2,000. Business was commenced by Edelman & Korn in September, 1908, and on October 31, 1909, the business was transferred to the Ability Cigar Co., which had been incorporated with a capital stock of $50,000. The liabilities of the firm are said to be in the neighborhood of $15,000.

United Securities Co. Formed.

The United Commercial Securities Co. was organized last week in Jersey City, with a capital of $5,000,000. The project is being fathered by officers and employees of the United Cigar Stores Co., to which establishment this institution is to be a valuable adjunct. The prime object, it is claimed, is to give to the employees of the United Cigar Stores Co., an actual interest in the company, the plan being on a basis somewhat similar to that in vogue with the U. S. Steel corporation.

No official statement has yet been made, although it has been known for some time that the matter was in contemplation. It was finally consummated shortly after the return to New York of Geo. J. Whelan, president of the United Cigar Stores Co. Shares will be issued of the denomination of $50 each.

United Cigar Manufacturers' Co. Dividend.

A quarterly dividend of 1½ per cent. on the common stock of the United Cigar Manufacturers' Co. payable February 1st, has been declared, to be paid to stockholders of record on January 27th. The transfer books of the company will be closed on that day and reopen on February 4th. There was declared three months ago a regular divident of 1 per cent. and an extra 1 per cent.

E. & W. Co.'s Success.

The E. & W. Cigar Co., one of Brooklyn's younger but very active cigar manufacturing establishments, is making rapid strides in the marketing of its product in the clear Havana line. They have already firmly established several brands and are about to introduce some new ideas in nickel propositions. This is to be followed by a seed and Havana 10-cent proposition. Road men are now out with new lines of samples and the house is confident of good orders.

Jose Diaz a Bank Director.

José M. Diaz, one of the most popular members of the clear Havana industry and a prominent member of the cigar manufacturing firm of Bustillo Bros. & Diaz, was last week honored by election as a director of the Merchants' Exchange National Bank, which is one of the oldest and most influential banking institutions in New York City.

New York's Output of Cigarettes.

The New York "Mail and Express" asserts that 600,000,000 cigarettes is now the annual output of that city. Some 7,500,000 pounds of Turkish tobacco came in for 1909. Of this amount New York consumed 40 per cent. in cigarette rolling. The number of factories are stated at 500 and more than half that output is from Turkish tobacco.

New York Paragraphs.

Durlach Bros., manufacturers of Porto Rico cigars, have engaged as salesmen, W. C. Musselman and H. D. Franklin, who were formerly with the American Cigar Co.

M. W. Berriman, of Berriman Bros., returned last week from Tampa and will now spend a short time at the New York headquarters of the firm.

Julius Schack, who has been for several years devoting much of his time to looking after the requirements of his many friends of the trade in Canada, has been circulating among the New York houses for the past week. Mr. Schack at present is not connected with any particular house.

Victor Ettlinger, with E. Hoffman & Son, has just returned from a visit to Havana.

W. P. Bushell, with E. W. Schwarz & Co., is now on a business trip to Philadelphia, Baltimore and Washington.

E. G. Dunlap, with Arguelles, Lopez & Bro., is visiting the New York offices of the firm this week.

The trade has scarcely seen a handsome and more ornate calendar than sent out by Klingenberg Bros., of New York. Fine cigar labels and cigar bands are a specialty with this enterprising concern.

James C. Glaccum, treasurer of Wm. Glaccum & Son., Inc., whose works are at 302 East Forty-third street, New York, started West last Friday to cover his regular circuit, which takes him as far as Montana. This is Mr. Glaccum's twenty-first year covering this territory and the firm's goods are particularly well known throughout the West and Middle Northwest. An interesting feature of their business has been the trade which they have built up in the State of Montana for clear Havana goods, as the house is known primarily as manufacturers of seed Havana cigars.

Mr. Schwartz, of E. M. Schwartz & Co., slipped away on the 13th ult., for a three weeks' sojourn at Lakewood, N. J., for rest and recuperation. Mr. Schwartz is very active around the big works at Seventy-third and Second avenue.

A. Rodena & Co. has been incorporated in New York to manufacture and deal in cigars, cigarettes, tobaccos, &c., with a capital of $40,000. The incorporators are Albert Rosendahl, Milton Adler and Gustave A. Ulmer, New York.

Wm. Demuth & Co., well known pipe manufacturers, last week took over the pipe business of Joseph Marx & Co., who have had the American agency of English pipe manufacturing houses. In taking over the business Messrs. Demuth & Co. also secured the personal services of Chas. Frankenthal, who was connected with the firm of Joseph Marx & Co. Mr. Frankenthal will take charge of the imported pipe department. He is now in Europe on a purchasing trip.

H. M. Fryer, head of the leaf tobacco house of Fryer Bros. & Co., on Pearl street, died last week of pneumonia. Mr. Fryer was the founder of the business, which was brought to New York City from Cleveland some years ago. He is survived by a widow and three sons.

Changes in Connecticut Tobacco Lands.

The Connecticut Sumatra Tobacco Company, Hartford, Conn., has bought a 20-acre farm formerly owned by Edward Hayes, in Buckland, located west of its own farm. This is in accordance with the announcement made several weeks ago that the company intended to increase its shade-grown tobacco.

Hartman Bros., of Manchester, Conn., have bought the Chas. Hayes farm of twenty acres adjoining their own, to be utilized for shade-grown tobacco. The Hartmans raised thirteen acres under cloth last year and plan now to raise about eighty-five acres of tobacco in all next season.

Key West, January 14.

During the past fortnight the local factories have completed their annual inventories and on Monday last at least nine-tenths of all the works were opened and busily engaged in the manufacture of stock. From the general record of the holiday trade it would appear as though the calamities which visited Key West during 1909, including the terrific hurricane of October 11th, had in reality proved a blessing to the community and shown the loyalty of the trade throughout the United States to this great market. Six factories were completely destroyed during that storm and the balance more or less damaged. Now, however, traces of the hurricane are practically removed and all the old houses are either in new quarters or in new factories.

Albert F. Smith has occupied his new factory and is starting out in a fine scale to make a big record for 1910, on the lot formerly occupied by the Martinez Havana Co.

Among the early improvements was recorded a modern factory by S. & F. Fleitas, on the old site of their works, which were destroyed by the hurricane. The ruin of the plant is now obliterated. Masons are installing foundations for a new up-to-date factory building. The "Homerica" brand made by this house has an enviable record in the trade, and with the new facilities when the factory is completed, Messrs. Fleitas expect these goods to become more of a factor than ever. Francisco Fleitas, of this firm, slipped over to Havana a couple of days ago and is reported to have picked up some especially choice lots of leaf for factory needs.

Senor Louis Martinez, president of the Martinez Havana Co., has been keeping in close touch with this market during the past two months and has been in the city during the past week looking after the interests of the house.

W. J. Lightborne, of the Cortez Cigar Co., has been among the local visitors during the past fortnight. He left the city for New York, expecting to stop off at the headquarters in Savannah.

The E. H. Gato Cigar Co. opened up for business on Monday, the 10th inst., with five hundred cigarmakers seated and the usual forces in other departments. This is very encouraging increase over the number of hands which have been employed during the months of November and December, and indications point to the possibility of a full capacity for some time to come. Both E. H. Gato, the head of the house, and E. H. Gato, Jr., have been here lately attending the annual meeting of the company.

Manager Goehring, of the Cayo Hueso Cigar Co., has just returned after a six weeks absence from Key West, and is now busy working on a bid for the erection of a new factory building which it is proposed to put up at once. This firm is notable as having had a good year during 1909, and contracts are already in hand for deliveries during the coming year that are of such a nature that they fully feel the need of a much larger plant immediately.

A daily mail service has been assured Key West through a new schedule of the P. and O. Steamship Co., which went into effect on the 5th inst. With a number of fine new factories and some excellent orders already booked for the coming year, together with the general buoyant attitude of the trade at large, prospects are very bright.

Duff Bros. & Co. a New Firm.

Among the first announcements of the new year to be circulated about the city was that of the change in the ownership of the cigar factory and cigar business of Oblinger Bros. & Co., which was dissolved on December 31st, and the business was taken over by a new firm under the name of Duff Bros. & Co. This firm is composed principally of Fred. Duff, who although formerly a Philadelphian, has been for the past twenty years engaged as superintendent of the factory of Oblinger Bros. & Co., at Lancaster. Associated with him now is his brother, Samuel Duff, who until this month had been engaged in the cigar manufacturing business at Sixteenth and Susquehannah avenue. Mr. Saml. Duff was formerly a member of the cigar firm of Taylor & Duff, and later of the firm of Parham & Duff. The business of Oblinger Bros. & Co. was taken over by the new firm promptly at the beginning of the new year and orders for the Vesper and other brands of their product, which will be distributed about the city by their own delivery wagons as heretofore. It is stated that no changes in the management of the business are contemplated, preferring to continue upon the well-defined lines established by the old firm .

Revenue Returns Show Growth.

The internal revenue returns of the First District, which have just been made public, are very gratifying, and show a healthy increase in the output over the month of December, of 1908. During the month of December there was manufactured in this district, according to stamp sales, 53,318,410 cigars. During the corresponding month of 1908 there was produced 52,150,580, showing an increase of 1,161,830.

The production during the past year, taken by months, was as follows:

January	46,182,160
February	47,362,690
March	56,233,650
April	52,517,810
May	53,144,350
June	57,834,710
July	57,754,740
August	57,050,490
September	56,647,610
October	64,709,700
November	62,633,830
December	53,318,410
Total	665,490,150

These figures show a gain for the year of 1909 over that of 1908 of 56,604,630.

W. E. Pharo's New Shop.

A well located retail shop was opened on Monday, the 17th, at 258 South Eleventh street, Philadelphia, by W. E. Pharo. He starts off with a neat, bulk window display of Regenberg's goods and is also pushing "Cobs" and "Plums" as side partners. He is in a location which has long needed a good store and should be successful from the outset.

Mr. Pharo for nine years conducted the shop at 8th and Chestnut streets, which is now a United store.

The old-established firm of Sterner & Cassady, who have been in business for some years at the northwest corner of Eleventh and Walnut streets, has been dissolved, J. J. Cassady retiring and Mr. Sterner absorbing his interests. This is a good stand and one of the live shops of Philadelphia, having been known for years as a shop having an opening for anything of a novelty nature.

Duncan & Moorhead say that the indications for good business are far better this year than they were last, and yet the year's business for 1909 made a remarkable progress during the closing months. This firm, in addition to the handling of immense quantities of "Marcello" Key West cigars and special lines of cigarettes, are also doing a very growing trade in Manila products, and which they announce has shown possibilities of wonderful development in this city and vicinity.

A. S. Valentine & Son have been busily engaged in entertaining several of their salesmen recently. One of the later arrivals was J. S. Lorie, a representative of the house with headquarters at Kansas City. Mr. Lorie was accompanied by M. A. Quigley, manager of the cigar department of the wholesale grocery house of Symns Grocery Co., at Atchison, Kans. THE TOBACCO WORLD is informed that 1909 eclipsed all former records of output of this firm, which was first established in 1848 by the late A. Valentine. Locally, the firm has been vigorously pushing the sale of the Paul Jones and Betsy Ross brands of nickel products. George Valentine, of the firm, who had not been in good health for some time has again fully recovered and is making his accustomed daily visits to the factory headquarters.

Philadelphia Trade Notes.

C. W. Saunders, representing the Cortez Cigar Co., is expected in this city at an early date.

C. B. Bowen, representing the A. H. Mottley Co., of Reidsville, N. C., as successor to Harry Cline, is doing some good work in this city.

The new cigar factory of Luckett, Luchs & Lipscomb, at Gilbertsville, has been started in operation.

H. C. Nolan & Co., formerly at Landsdale, are now concentrating their forces at the Sellersville factory.

H. N. Goldsmith, of Goldsmith & Arndt, is now on a visit to the Tampa factory of the El Provedo Cigar Co.

John H. Boltz and his son, John H. Boltz, Jr., returned to this city January 14 from a week's visit to Tampa, Florida, where the firm of Boltz, Clymer & Co. will shortly start a branch cigar factory.

We learn that a new and vigorous campaign is soon to begin in this city in the further exploitation of "Cobs," the popular piece of package goods made by I. Lewis & Co., of Newark, N. J. The line has proven such a tremendous seller here that for a time dealers could hardly keep a sufficient supply on hand. Factory facilities were increased and now we understand the goods are coming in in better shape than ever. Z. John Norris, the Philadelphia factory representative of the house, deserves much credit for the thorough representation of the product in this city. It would, indeed, be a queer cigar establishment where "Cobs" could not be found in this city to-day. Frings Bros. Co. are the distributing agents for the goods in Philadelphia.

After a careful observation of the prospects "Jack" Fowler, general traveling representative of the United States Tobacco Co., with headquarters in this city, is now hopeful of eclipsing all previous records during the present year. To do that he will certainly have to "go some," for "Jack's" business last year was a top-notcher.

The El Borita Cigar Mfg. Co. is being incorporated just now in Pennsylvania by Messrs. W. B. Steward, H. F. Gillingham and Eugene P. Bolderston, their stated object being that of cigar manufacture.

Jacob I. Mayer, who has been among the best-known cigar salesmen in the country and a resident of Philadelphia, died at his home here last week after a prolonged illness. Mr. Mayer was formerly representative of Eugene Vallens & Co., then at Chicago, and who was a potent factor in the exploitation of that firm's "La Preferencia" brand of clear Havana cigars. Mr. Mayer had, however, for several years past been engaged in the cigar business.

Samuel C. Jeitles, of the Philadelphia firm of Jeitles & Blumenthal, Ltd., will soon start upon another of his customary trips. Their "Masterpiece" will continue to be their special line of nickel goods.

Rumor has it that one of the prominent Chestnut street retailers, occupying a corner location, contemplates discontinuing the establishment for the reason that the rental is being advanced beyond all proportions. Several stores are now in the chain, but this number may be reduced by this one if the contemplated move actually takes place.

Luckett, Luchs & Lipscomb are distributing a new line of advertising matter about the city. Of course, their "Luxello" is still the chief object of exploitation and the progress thus far made in the few months that the goods have been on the market is little short of phenomenal. Mr. Luckett, of the firm, is again on a visit to some of their leading distributors and fine reports are being received from him.

There is much activity displayed this week at the offices of the Theobald & Oppenheimer Co. Salesmen have returned to their fields and orders are beginning to arrive in goodly numbers and volume. A. J. Rigby, of this company, says that the press of orders will be somewhat relieved now that the firm has secured possession of its new factory building at Quakertown, which has just been opened. This structure, built of brick, is 170x65 feet and contains three stories and basement. Orders are on hand, we are told, that will keep the entire chain of T. & O. factories well occupied for several months. Mr. Dee, of the firm, is leaving this week for Chicago, and John N. Kolb, the president, is now in Havana looking after sufficient supplies of Havana tobacco.

P. C. Fulweiler & Bros. Co. are to be congratulated upon securing the services of Edward M. Laing as salesman this year. Mr. Laing was formerly a resident of this city, but for about twenty years has been engaged in the cigar trade in Baltimore and until a few years ago had charge of the Baltimore branch of Oblinger Bros. & Co. Later he joined the forces of Ballard & Holliday, jobbers, also of the Monumental City.

Late Report From Reading.

READING, PA., January 14.

This division of the First Internal Revenue District of Pennsylvania has established a new record in the output of cigars during the year of 1909, and figures show an increase as compared with 1908 of over one-half million. According to the report of the deputy collector in charge of the Reading office there was manufactured in this division during 1909 121,271,739 cigars. During 1908 the output was only 120,624,420—an actual gain of 647,319.

The manufacture of tobacco also showed a wholesome gain. During 1909 there was manufactured 278,281 pounds, and during 1908 only 246,364—increase, 31,917 pounds.

The following table of production by months and its comparison with the previous year will no doubt be interesting:

	1909		1908	
	Cigars.	Tobacco.	Cigars	Tobacco
January	$26,301 00	$1,217 85	$27,834 21	$1,337 40
February	29,483 07	1,321 80	27,516 66	1,186 60
March	29,466 75	1,282 50	30,392 64	1,095 60
April	27,192 54	1,368 96	29,861 40	1,175 10
May	28,683 42	1,288 50	30,712 44	1,425 15
June	32,299 50	1,387 80	32,733 51	1,146 90
July	30,828 72	1,464 30	29,251 77	1,273 50
August	30,803 19	1,552 32	30,502 86	1,221 60
September	31,599 15	1,399 02	30,572 67	1,233 06
October	32,303 64	1,367 40	33,875 01	1,356 54
November	34,140 93	1,399 50	29,080 83	1,112 70
December	30,713 19	1,646 66	28,639 26	1,217 70
Totals	$363,815 19	$16,666 91	$361,873 26	$14,781 85

The cigar trade is in excellent shape and all factories, large and small, are running to their fullest capacity. Not a few of the larger factories are in need of additional help. Quite a few new licenses have recently been issued for cigar manufacturing. Among them are John A. Endy, 819 Bingaman street; William F. Lang, Stouchsburg; William Magners, 206 South Sixth street, and the Rosita Cigar Co., 164 West Greenwich street.

John Forneman has removed his factory from 1218 Oley street to 620 North Twelfth street.

Factories were this year closed for but a very short time during the holidays, because of the continued demand for goods.

Harvey J. Hedrick, cigar manufacturer, at 533 South Fourth street, is a candidate for Common Council in the Sixteenth Ward.

700,000,000 Cigars in Lancaster District.

LANCASTER, PA., January 14.

The Ninth District has, contrary to expectations, done itself rather proud by a production of nearly 700,000,000 cigars during the calendar year of 1909. During the month of December the production was in excess more than 2½ millions of the production of 1908. The output for the year taken by months was as follows:

January	50,437,030
February	52,433,330
March	58,196,200
April	53,746,800
May	48,168,700
June	58,413,900
July	57,320,140
August	59,323,340
September	63,454,110
October	70,224,090
November	66,885,910
December	55,317,450

The Lancaster County Tobacco Growers' Association elected officers for the ensuing year on January 11th. They are as follows: J. Aldus Herr, president; M. L. Greider, vice president; George Hibshman, secretary and treasurer. Auditors, H. C. Reinhold, Jacob Bauch and Jacob Reinhold. The directors are H. C. Reinhold, John F. Weaver, John S. Weaver, E. J. Ressler and Aldus Hersh.

The annual meeting and banquet of the Lancaster Leaf Tobacco Board of Trade was held Saturady evening last. After a business meeting held in the Board of Trade rooms, the gathering repaired to the Breneman Building on North Duke street, where a banquet was held. The special business at the meeting was the election of officers for the ensuing year, which resulted in the following choice: President, I. H. Weaver; vice president, A. B. Hess; secretary, Chas. E. Long; treasurer, Morris Rosenthal. The board of directors consists of the following: William R. Cooper, Jacob Hoober, William De Haven, Samuel Seisel and J. W. Breneman.

Mr. Weaver presided with much grace at the festive board, and after a few timely remarks by way of introduction, he called on A. B. Hess, who treated the gathering to an original poem.

Addresses were made by Hon. B. F. McClain, Hon. W. U. Hensel, Dr. I. Rosenthal, Joseph Goldberg and Wm. De Haven.

As the fifth annual gathering of the Lancaster Leaf Tobacco Board of Trade this meeting was declared to have been the most successful.

One of the most important news items of the week was the announcement that the business of the Imperial Cigar Co., had passed from the hands of the former owners, who were succeeded by Daniel Manheimer. Mr. Manheimer had for a number of years been connected with the house, and has a host of friends who extend him their best wishes in his new enterprise.

The cigar manufacturing business of Oblinger Bros. & Co., which was one of the oldest firms in Lancaster, has also changed hands, and will hereafter be conducted by Duff Bros. & Co., who have also taken over the Philadelphia branch. The members of the new firm are Fred. Duff, who has for twenty years been the factory superintendent of the Oblinger factory, and his brother, Sam. Duff, of Philadelphia, the last-named of whom will take personal charge of the Philadelphia branch. Mr. Oblinger has retired from the cigar trade.

Announcement has been made of the engagement of Miss Elizabeth Brimmer, daughter of John F. Brimmer, head of the leaf tobacco firm of John F. Brimmer & Son, to Stanley Rose.

The tobacco factory of J. L. Metzger Co., was recently destroyed by fire. The origin of the fire is unknown, but is believed to have started in the apartment of another tenant of the same building. The loss is given at about $8,000.

Big Increase in York District.

YORK, Pa., January 12.

The accompanying statement of the sale of cigar stamps in this division of the Ninth District shows at a glance the increase in the output of cigars during the year of 1909:

	1909	1908
January	$69,977.04	$73,513.30
February	70,292.05	64,024.14
March	73,346.73	71,088.82
April	67,071.11	70,891.64
May	68,914.68	73,683.98
June	87,209.42	79,919.77
July	83,148.19	79,273.97
August	84,182.10	77,471.88
September	88,721.73	87,328.20
October	100,180.59	92,428.72
November	101,294.44	90,706.25
December	76,439.23	72,264.53
Total	$971,377.31	$926,343.30

These receipts, which are in excess of those of 1908 by $45,034.01, represent an increase in the output for the year, as compared with that of 1908 of 15,011,030. The largest monthly increase occurred in November, when over 3,000,000 more cigars were made than during the corresponding month of 1908.

Manufacturers generally resumed operations shortly after New Year, and have every prospect of being able to maintain full forces steadily. This is endeed a gratifying contrast with the conditions prevailing last year at this time, when manufacturers hardly knew whether they were "going" or "coming". Several manufacturers in the county report some good-size orders while an acceptional few have entered extraordinary bookings. The manufacturers of higher grade goods faired particularly well last year and prospects for 1910 are very encouraging with them at this time.

Sigmund Hirsh, grandfather of Leon Hirsh, of the cigar house of Hirsh & Co., of York, died at his home in this city last week. He had attained the ripe age of 54 years. For thirty years past he has been a resident here and was formerly in the banking business at Richmond, Va. Deceased is survived by a son, David F., of this city, and a daughter, Mrs. Jacob Grumbacher, wife of a prominent Trenton, N. J., tobacconist, and two grandsons, Leon F. and Calin T. Hirsh, of this city.

J. M. Minnich & Son, of Dallastown, who had suspended operations for a short time, have again resumed with plenty of work ahead. John Fidler, the traveling representative of the house, returned recently from the West, where he had met with an exceptional business. It is said that he booked orders for a hundred cases of cigars, which in round numbers would be one million.

H. F. Kohler, of Nashville, began the new year under very favorable auspices. 1909 proved to be an excellent one with him, but we are informed that he has prospect of eclipsing those records by a large amount.

Martin Neff & Son have opened a new cigar factory at Red Lion. Mr. Martin Neff is also engaged in the leaf tobacco business on an extensive scale.

The State's Seal Cigar Co., at Felton, after having been closed for a short time to permit of stocktaking, has resumed operations.

A change occurred in the local revenue office by the resignation of B. Fulton Payne, of Stewartstown. Collector Hershey has appointed J. Milton Wilson, also of Stewartstown, as his successor. Mr. Payne had been connected with the service in this county for six years, having charge of the Red Lion District. There is a possibility, it is said, that the counties of York and Adams may be divided into five divisions or local districts, owing to the large number of manufacturing establishments which the collectors have to visit.

HABANA

Habana Enero 8 de 1910.

REVISANDO el año de 1909, las estadisticas mantenidas por vuestro corresponsal demuestran una merma de solamente 3000 tercios en la cosecha entera de la Isla de Cuba comparada con la de 1908, mientras que las existencias disponibles en Enero 1° de 1910 en la Habana y en primeras manos arrojan las mismas cifras que las del año precedente. No garantizo que las estadisticas sean completamente correctas y cabales, pues muchas cifras deben ser promediadas, pero, como el Gobierno no lleva nota ó record alguno acerca de la cosecha, mis números se aproximan á la verdad todo lo posible bajo las circunstancias. El averiguar exactamente las existencias de cada Almacenista de Tabaco en Rama es tambien otra imposibilidad, pues por una causa ú otra muchos declaran sus existencias exageradamente altas y ostros muy bajas y, por lo tanto, tal cual el Capitan de un barco quien no puede cerciorarse debidamente de la latitud y distancia en que se halla cuando el sol oscurece y está obligado á proseguir la marcha basando sus cálculos en hipótesis, las existencias deben ser calculadas por los arribos del campo y las ventas reportadas.

Las existencias disponibles en la Habana y en primeras manos el dia 1° de Enero de 1909 eran:

Las existencias disponibles en la Habana y en primeras manos el dia 1° de Enero de 1909 eran.....		100,000 tercios.
Recibido del campo de Enero 1° á Diciembre 31, 1909.		468,027 tercios.
Recibido del campo en carretas y no calculado anteriormente (aproximado)		35,000 tercios.
Total.....		603,027 tercios.
Menos las ventas reportadas durante el año, de 1909.....	354,839 tercios.	
Menos las ventas hechas directamente en el campo por vegueros á fabricantes americanos y del pais.....	148,188 tercios.	503,027 tercios.
Existencias en manos de nuestros Almacenistas Enero 1° 1910.....		100,000 tercios.

Cosecha de Tabaco en 1909 en la Isla de Cuba:

	Vuelta Abajo. T.	Semi-Vuelta. T.	Partido. T.	Matanzas. T.	Remedios. T.	Santiago de Cuba. T.	Total. T.
Recibido por ferro carril y vapor	222,338	30,016	33,845	428	172,197	9,203	468,027
Por carretas.....	.....	.....	35,000	...	.....	.....	35,000
Embarcados directmente de atros puerta de la isla.....	.....	.....	.....	...	10,332	9,544	19,876
Calculado que llegue aun.....	15,662	984	155	000	2,803	797	20,401
	238,000	31,000	69,000	428	185,332	19,544	543,304
Menos lo correspondiente á la cosecha de 1908 hasta Abril 3 de 1909.	7,111	2,261	1,772	256	10,332	4,544	26,276
Cosecha 1909.	230,889	28,739	67,228	172	175,000	15,000	517,028

	1905. T.	1906. T.	1907. T.	1908. T.	1909. T.
Vuelta Abajo ..	265,000	138,000	275,000	222,000	231,000
Semi-Vuelta ...	25,000	13,000	26,000	25,000	29,000
Partido	58,000	42,000	60,000	54,000	67,000
Remedios	120,000	92,000	130,000	193,000	175,000
Santiago de Cuba	15,000	9,000	21,000	26,000	15,000
Total.....	483,000	294,000	512,000	520,000	517,000

Las ventas sumaron 4435 tercios, los que segun origen representan: 2115 de Vuelta Abajo y Semi Vuelta, 270 de Partido y 2050 tercios de Redemios.

La Henry Clay & Bock & Co. Ltd. se encuentra retraida de trabajar con su personal completo debido á su inhabilidad de reponer sus existencias con la mercancia en nuestro mercado, y, por lo tanto, está demorando la ejecución de sus numerosas ordenes hasta que la nueva cosecha se halle en plaza y adecuada para ser trabajada.

"Sol" está trabajando sin parar, con suficientes ordenes pendientes, debido á la buena calidad de sus tabacos. Behrens & Co. están recibiendo muchas órdenes repetidas.

"Romeo & Julieta," "Partagas," "La Escepcion," lo mismo que "H. Upmann & Co. están bastante ocupadas.

Compras, ventas y ostras notas de interés.

B. Diaz & Co. vendieron 700 tercios de Vuelta Abajo á fabricantes del pais. Howard Friend, quien se embarcó el dia 1° por el Vapor "Havana," compró cerca de 1000 tercios de todas clases de tabaco en rama, segun datos tomados de buenas fuentes; y como él es un conocedor excelente de la Habana, debe haber adquirido algunas de las mejores Vegas de Vuelta Abajo de distritos de tierra llana y lomas. Los marchantes de la Friend Havana Tobacco Co. pueden estar seguros de encontrar tabacos adecuados en todos sentidos.

Puente Granda & Co. fueron vendedores de 500 tercios de Vuelta Abajo y Partido.

Se dice que Augusto Kutlnauer ha comprado 1000 tercios de Tabaco en rama para la conicida y bien estimada firma de Rothschild, Sons & Co., de Chicago.

Sobrinos de A. Gonzalez dispusieron de 400 tercios de Vuelta Abajo y Remedios.—Esta firma intenta mudarse á su nuevo almacen construido en las calles de Industria 152 al 158 y Barcelona 2, alrededor de Enero 15.

A. M. Caldaza & Co. se dice han vendido 350 tercios de sus magnificas escojidas de Vuelta Abajo á varios marchantes. Don Antonio ha adquirido el hábito del movimiento durante su larga estancia en los Estados Unidos y nunca está contento á menos que se encuentre bien ocupado, bien comprando en el campo ó vendiendo en plaza.

Luis Marx ha empezado á recojer hace dos semanas hojas maduras en sus grandes veguerios "Zorrilla" y "San Antonio" y se muestra muy entusiasmado del aspecto de las plantas. Como de costumbre tendrá capas excelentes y las cuales tanto los compradores locales como del Norte se mostrarán ansiosos de tomar en cuanto estén escojidas.

Herrera, Calmet & Co. vendieron 325 tercios de Rama de Remedios.

I. Dankowitz ha sido visto en muchos de nuestros almacenes y debe haber comprado ya algunas buenas vegas.

Eugenio Palacio & Co. dispusieron de 230 tercios de Remedios.

Victor Ettlinger ha venido principalmente á examinar las escojidas hechas par E. Hoffman & Sons, pero puede incidentalmente invertir en algunas otras vegas de tabaco de buena calidad.

Fernando Fernandez & Hno. vendieron 100 tercios de Vuelta Abajo, una vega excelente de fábrica, á uno de nuestros fabricantes del pais.

Las siguientes casas fueron los mayores embarcadores de mas de 200 tercios cada una durante la semana terminada en Diciembre 31 de 1909: Leslie Pantin, Charles Blasco, I. Bernheim & Sons, Garcia & Co., Miguel V. Perez; Loeb, Nuñez Havana Co., José Suarez, A. Pazos & Co., Manuel Menandez Parra y A. Moeller.

Recibos de tabaco del campo:

Durante la semana terminada Dic. 31 1909.	Desde Enero 1° de 1909
1886 tercios de Vuelta Abajo.....	222,338 tercios.
1148 tercios de Semi Vuelta	30,016 tercios.
21 tercios de Partido	33,845 tercios.
00 tercios de Matanzas	428 tercios.
1214 tercios de Remedios	172,197 tercios.
114 tercios de Santiago de Cuba.....	9,203 tercios.
4377 tercios.	468,027 tercios.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark.

For Searching a title which does not result in registration, 25 cents.

For transferring and Publishing Transfer of Registration, 50 cents.

For issuing Duplicate Certificate of Registration, 50 cents.

☞ Applicants should be careful to fully specify the use of desired Trade-Mark.

NO. 19,384:—Not issued.

SAMELSON'S ALRITE:—19,385.
For cigars. Registered January 4, 1910, at 9 A. M., by Sig. C. Mayer & Co., Philadelphia.

A. D. S.—19,386.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 4, 1910, at 9 A. M., by Symons-Kraussman Co., New York.

ORIGINAL MANILAS:—19,387.
For cigars, cigarettes and cheroots. Registered January 5, 1910, at 9 A. M., by Kaltreider & Frey, Red Lion, Pa.

BALED MANILAS:—19,388.
For cigars, cigarettes and cheroots. Registered January 5, 1910, at 9 A. M., by Kaltreider & Frey, Red Lion, Pa.

LA FLOR DE DONA SOL:—18,389.
For cigars, cigarettes and cheroots. Registered January 5, 1910, at 9 A. M., by Moller, Kokeritz & Co., New York.

THE ARBEITER:—19,390.
For cigarettes only. Registered January 5, 1910, at 9 A. M., by M. Rappaport & Co., Philadelphia.

LEX:—19,391.
For cigars, cigarettes and cheroots. Registered January 6, 1910, at 9 A. M., by Mendel & Co., New York.

BIG SKATE:—19,392.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 6, 1910, at 9 A. M., by G. Merz & Son, Chicago, Ill.

PRINCESS SONIA:—19,393.
For cigars, cigarettes and cheroots. Registered January 6, 1910, at 9 A. M., by G. Merz & Son, Chicago, Ill.

THYLDA:—19,394.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 6, 1910, at 9 A. M., by American Lithographic Co., New York.

JULEP:—19,395.
For cigars, cigarettes and cheroots. Registered January 7, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

NO SCRUPLES:—19,396.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 7, 1910, at 9 A. M., by F. M. Howell & Co., Elmira, N. Y.

SEMINOLE SPECIAL:—19,397.
For cigars, chewing and smoking tobacco. Registered January 7, 1910, at 9 A. M., by F. W. Schaede, Champaign, Ill.

BULL'S BEST:—19,398.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 7, 1910, at 9 A. M., by B. Bull, St. Louis, Mo.

RURAL LIFE:—19,399.
For cigars, cigarettes and cheroots. Registered January 7, 1910, at 9 A. M., by Bennett, Sloan & Co., New York.

135 SPECIAL:—19,400.
For cigars, chewing and smoking tobacco. Registered January 7, 1910, at 9 A. M., by Samuel Lipsky, Rochester, N. Y.

MENWANTA:—19,401.
For cigars, cigarettes and cheroots. Registered January 7, 1910, at 9 A. M., by Sig. Strauss, New York.

ROSE COTTAGE:—19,402.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 7, 1910, at 9 A. M., by J. H. Moll & Son, Stamford, Conn.

SARRONA:—19,403.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 8, 1910, at 9 A. M., by Chas. Stutz Co., New York.

ROYAL MOOR:—19,404.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 8, 1910, at 9 A. M., by Chas. Stutz Co., New York.

CUBAN WONDER:—19,405.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 8, 1910, at 9 A. M., by Walter S. Bare, Lititz, Pa.

HAVANA REGALO:—19,406.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 8, 1910, at 9 A. M., by Ph. Atlas, Philadelphia.

IL RE UMBERTO D'ITALIA:—19,407.
For cigars, cigarettes and cheroots. Registered January 10, 1910, at 9 A. M., by C. Borone, Chicago, Ill.

HALF THE SIZE, HALF THE PRICE:—19,408. (As a catch phrase.)
For cigars, cigarettes, chewing and smoking tobacco. Registered January 10, 1910, at 9 A. M., by Theobald & Oppenheimer Co., Philadelphia.

INDEPENDENT ARBEITER RING:—19,409.
For cigarettes. Registered January 10, 1910, at 9 A. M., by M. Rappaport, Phila.

A. D. S. BOOSTER:—19,410.
For cigarettes. Registered January 10, 1910, at 9 A. M., by The Symons-Kraussman Co., New York.

PORTO RICO-STICKS:—19,411.
For cigars, chewing and smoking tobacco. Registered January 10, 1910, at 9 A. M., by North American Tob. Co., Newark, N. J.

SIGNOR NATHAN:—19,412.
For cigars, cigarettes and cheroots. Registered January 10, 1910, at 9 A. M., by Chas. Leibovitz, Chicago, Ill.

EL VAIGO:—19,413.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 10, 1910, at 9 A. M., by Fred Timler, Burlington, Wash.

EL VAGER:—19,414.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 10, 1910, at 9 A. M., by Fred Timler, Burlington, Wash.

PINCHOT:—19,415.
For cigars, cigarettes and cheroots. Registered January 10, 1910, at 9 A. M., by Kraus & Co., Baltimore, Md.

THEN-SOME:—19,416.
For cigars, cigarettes and cheroots. Registered January 10, 1910, at 9 A. M., by Kraus & Co., Baltimore, Md.

ISPOLA:—19,417.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 10, 1910, at 9 A. M., by American Lithographic Co., New York.

FLOR DE JEREZ:—19,418.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 10, 1910, at 9 A. M., by American Lithographic Co., New York.

NANCY BOYER:—19,419.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 10, 1910, at 9 A. M., by D. J. Simson, Newark, O.

JOSH WISE:—19,420.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 10, 1910, at 9 A. M., by D. J. Simson, Newark, O.

ALMATO:—19,421.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 10, 1910, at 9 A. M., by A. M. Tobias, Chicago, Ill.

VERNALA:—19,422.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 11, 1910, at 9 A. M., by American Lithographic Co., New York.

HIGH TOP:—19,423.
For cigars, cigarettes and cheroots. Registered January 11, 1910, at 9 A. M., by Petre, Schmidt & Bergmann, Philadelphia.

DOUBLE T.:—19,424.
For cigars, cigarettes and cheroots. Registered January 11, 1910, at 9 A. M., by Petre, Schmidt & Bergmann, Philadelphia.

FEATURO:—19,425.
For cigars, cigarettes and cheroots. Registered January 11, 1910, at 9 A. M., by Petre, Schmidt & Bergmann, Philadelphia.

MILLION:—19,426.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 12, 1910, at 9 A. M., by The J. C. Roper Co., La Grange, Ga. (Re-registration.)

LA CALISTA:—19,427.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 12, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

LA SIDONIA:—19,428.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 12, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

EL EKIMO:—19,429.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 12, 1910, at 9 A. M., by Geo. A. Kent Co., Binghamton, N. Y.

SHORTY:—19,430.
For cigars. Registered January 12, 1910, at 9 A. M., by Consumers' Cig. Mfg. Co., Chicago, Ill.

APPLEGATE'S 46:—19,431.
For cigars. Registered January 12, 1910, at 9 A. M., by 44 Cigar Co., Philadelphia.

BALTOS ROZES CLUB:—19,432.
For cigars, cigarettes and cheroots. Registered January 12, 1910, at 9 A. M., by Adam G. Saboski, Chicago, Ill.

GEORGE BERNARD ALEXANDER:—19,433.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 12, 1910, at 9 A. M., by The J. D. Ryan Co., Cleveland, O.

EL BENARD:—19,434.
For cigars, cigarettes and cheroots. Registered January 12, 1910, at 9 A. M., by Cletus A. Price, Hanover, Pa.

BLACK CAP:—19,435.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 12, 1910, at 9 A. M., by D. J. Simson, Newark, O.

CAPITAN PASHA:—19,436.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 12, 1910, at 9 A. M., by D. J. Simson, Newark, O.

OLD FAVORITES:—19,437.
For cigars, cigarettes and cheroots. Registered January 12, 1910, at 9 A. M., by S. Kauffman & Bro., Dallastown, Pa.

PRIME FAVORITES:—19,438.
For cigars, cigarettes and cheroots. Registered January 12, 1910, at 9 A. M., by S. Kauffman & Bro., Dallastown, Pa.

RED SYMBOL:—19,439.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 13, 1910, at 9 A. M., by American Lithographic Co., New York.

EVOLUTION:—19,440.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 13, 1910, at 9 A. M., by American Lithographic Co., New York. Re-registration, by transfer from Deisel-Wemmer Co., Lima, Ohio.

TALK OVER:—19,441.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 13, 1910, at 9 A. M., by D. J. Simson, Newark, O.
For cigars, cigarettes and cheroots. Registered January 11, 1910, at 9 A. M., by D. J. Simson, Newark, O.

DE-LYALL:—19,442.
For cigars, cigarettes and cheroots. Registered January 13, 1910, at 9 A. M., by Henry Salz, New York.

HUNGARIAN GRAND CARDINAL:—19,443.
For cigars, chewing and smoking tobacco and snuff. Registered January 13, 1910, at 9 A. M., by North American Tobacco Co., Newark, N. J.

LUCKY CROSS:—19,444.
For cigars, chewing and smoking tobacco and snuff. Registered January 13, 1910, at 9 A. M., by North American Tobacco Co., Newark, N. J.

RUSSLAND:—19,445.
For cigars, chewing and smoking tobacco and snuff. Registered January 13, 1910, at 9 A. M., by The North American Tobacco Co., Newark, N. J.

CUBAN ROLLS:—19,446.
For cigars, chewing and smoking tobacco and snuff. Registered January 13, 1910, at 9 A. M., by The North American Tobacco Co., Newark, N. J.

TOBACCO ROLLS:—19,447.
For cigars, chewing and smoking tobacco and snuff. Registered January 13, 1910, at 9 A. M., by The North American Tobacco Co., Newark, N. J.

PLANTATION ROLLS:—19,448.
For cigars, chewing and smoking tobacco and snuff. Registered January 13, 1910, at 9 A. M., by The North American Tobacco Co., Newark, N. J.

THE NEW EXCHANGE:—19,449.
For cigars. Registered January 14, 1910, at 9 A. M., by T. R. McKee & Co., Memphis, Tenn.

PRINCE DOMINO:—19,450.
For cigars, cigarettes and cheroots. Registered January 14, 1910, at 9 A. M., by Tobacco Growers' Society, New York.

MINNE'AP:—19,451.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 14, 1910, at 9 A. M., by McGuigan Cigar Mfg. Co., Red Lion, Pa.

EMCICO:—19,452.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 14, 1910, at 9 A. M., by Moore Cigar Co., Philadelphia.

JAVONETTE:—19,453.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 14, 1910, at 9 A. M., by The Rigby Cigar Co., Dayton, O.

JAVANOLA:—19,454.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 14, 1910, at 9 A. M., by The Rigby Cigar Co., Dayton, O.

SOCIAL BOND:—19,455.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 14, 1910, at 9 A. M., by The Rigby Cigar Co., Dayton, O.

HAVANA TOPS:—19,456.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 14, 1910, at 9 A. M., by Sherts Cigar Co., Lancaster, Pa.

HARVARD CLASSICS:—19,457.
For cigars, cigarettes and cheroots. Registered January 15, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York.

PREFERANDO:—19,458.
For cigars, chewing and smoking tobacco. Registered January 15, 1910, at 9 A. M., by Wm. Brandstaedter, Hanover, Pa.

TWIN DANDIES:—19,459.
For cigars, chewing and smoking tobacco. Registered January 15, 1910, at 9 A. M., by Wm. Brandstaedter, Hanover, Pa.

BAU-KO:—19,460.
For cigars, chewing and smoking tobacco. Registered January 15, 1910, at 9 A. M., by Wm. Brandstaedter, Hanover, Pa.

Boston Trade Shows Improvement.

BOSTON, January 14th.

Business is reported to be fair here and most of our business houses have just finished stock taking. As a whole, the past year's business was very satisfactory, and the prospects for the present year are favorable. The cut price war is still on here with the Jaynes-Riker Company's drug stores as the leaders. Popular local brands are being sold at 6 cents, with the exception of the J. A. cigar, which is being sold at four for a quarter or 7 cents each, many of our small retailers are buying these goods from the cut-price stores, as these prices are below cost.

There have been many new changes made here in the various salesmen and representatives of the American Tobacco Company. Mr. Curtis, who has charge of the little cigar department, has put on a few new men to sell the "Hoffman House" little cigars and "Magnums," which were recently acquired by this company.

Andy Chandler, representative of the Turco-American Tobacco Company, recently left on a trip in the interests of "Astron" cigarettes, which has been selling here very good during the past year.

R. M. Barden (Surbrug Co.) was one of the first salesmen to work the local trade since the New Year began. Mr. Barden is selling the general line of Surbrug products.

M. Andelman, a retailer on Tremont street, is engaged to be married on the 18th inst.

Frank Roseboom (J. J. Bagley & Co.) is on a visit to the factory headquarters in Detroit, Mich. Mr. Russell is looking after the trade in his absence.

John Rankin, who has been in charge of the cigar department at the Markell Drug Co., on Scollay Square, has resigned to manage the cigar department at the Adams House Drug Store, Tom Mulvaney having resigned. "Johnny" knows the cigar business from A to Z, and while at the Markell store he made many friends, who hope to see him make good in his new connection.

Henry Weiss, formerly with the Porto Rican firm of E. G. Perez & Co., is here on his initial trip for Salomon Bros. & Stern, New York, makers of clear Havana cigars exclusively, the "Aplomo" brand being their leader.

Mr. Ledger, Jr., of the Nestor Gianaclis Co., here has just undergone a successful operation in one of our private hospitals, and is recovering nicely. The Nestor factory has started with full force. All the salesmen are out on the road and orders are coming in at a rapid pace from all quarters of the country.

BEN ALL.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Salesmen Wanted.

WANTED—Salesman, on good commission basis, to sell fine line of seed and Havana and five-cent goods in the West and also the Pacific Coast. Give particulars of former employment. Address Reliable, Box 13, care of The Tobacco World. 1-1-r.

SALESMAN WANTED—Open territory for two salesmen to sell high grade nickel product direct to retail trade. Brand established. Address Winner, Box 14, care of The Tobacco World. 1-1-a.

SALESMAN WANTED—By established leaf house carrying full line domestic and imported goods. Must have some trade and come well recommended. Address Dealer, Box 15, care of The Tobacco World. 1-1-h.

SALESMAN—Wanted, a salesman to represent a clear Havana cigar factory in New York City. Must have experience and good references. Address Clear Havana, Box 16, care of The Tobacco World. 1-1-1.

WANTED—Leaf tobacco salesman for Middle West. State experience, references and salary required. Address Leaf, Box 17, care of The Tobacco World. 1-1-a.

Situations Wanted.

SITUATION WANTED as superintendent of cigar factory. Twenty years' experience. All branches. Good references. Address Qualified, Box 18, care of The Tobacco World. 1-1-r.

POSITION WANTED by man past middle age, to do general utility work around a cigar factory or retail leaf tobacco house. Have had experience in leaf business. Address Willing, Box 18, care of The Tobacco World. 1-1-r.

SUCCESSFUL CIGAR SALESMAN, well acquainted with jobbing trade in the East, desires to make a change. Would represent manufacturer making standard goods only. High grade seed and Havana line preferred. Moderate salary required. Address Successful, Box 19, care of The Tobacco World. 1-1-h.

POSITION WANTED by leaf tobacco salesman, well acquainted with the cigar manufacturing trade in the Middle Atlantic States. Address B. M. W., Box 20, care of The Tobacco World. 1-1-a.

FOREMAN—On suction tables and hand work, is open to position. Address Results, Box 21, care of The Tobacco World. 1-1-h.

Special Notices.

TO THE TRADE—We claim the rights to the title "Criterion" as a trademark. This brand we have used continuously since 1882. We will protect our rights against any infringements. Louis Ash & Co., New York. 12-1-r.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill. 6-17-he.

A MANUFACTURER of a reliable 2 for 5-cent short filler cigar is open to correspondence with reliable jobbers. Address Box 5, care of The Tobacco World. 12-22-r.

ESTABLISHED FACTORY making nickel goods, desires a few more jobbing accounts. Special attention given to private brands. Address Box 1, care of The Tobacco World. 11-17-s.

WHEN YOU WANT honest union-made cigars at honest prices, write to Union, Box 9, care of The Tobacco World.

FINE LINE of long and short filler goods, seed, Florida and Sumatra wrapper. Quality, workmanship and price unexcelled. Output 50,000 per day. Address Quality, Box 10, care of The Tobacco World. 1-1-r.

WANTED—A Strickler machine; must be in first-class condition. State full particulars. North American Tobacco Co., 230-6 Bank Street, Newark, N. J

WANTED—An express suction foreman to take full charge of a floor in a country factory. Apply to Box D., care The Tobacco World, Philadelphia.

WANTED—General Manager for a Cigar Plant making five and ten-cent line. Must be thoroughly competent. Address Box 184, Lancaster, Pa.

For Rent.

TWO FLOORS and basement, suitable for a cigar factory. 22 large windows in each loft. In centre of town. Plenty of experienced help of all nationalities cheap. Packing tables, working tables, office partitions and shelving already installed. Price $700 per year. On suction table hand buncher; standard prices, rolling $2.50 per M, hand bunchers making $2.50 per M, cigar packers 40 cents per M in 1/20 and plenty of good experienced hand strippers. Address Shapiro & Adler, Commerce Square, New Brunswick, N. J.

Dissolution of Partnership.

LANCASTER, PA., Jan. 1, 1910.

The partnership heretofore existing between Louis A. Kramer and Joseph Goldberg, trading as Kramer and Goldberg, has this day been dissolved by mutual consent. All claims due the former firm are payable to Joseph Goldberg, at 40 and 42 West Lemon street, Lancaster, Pa., who will also pay all indebtedness.

LOUIS A. KRAMER,
JOSEPH GOLDBERG.

Business Opportunities.

DESIRING to devote all our time to manufacturing we offer our Retail, Wholesale and Billiard and Pool business for sale. Business established over twenty-five years, located in centre of town in our new building. Latest and new Brunswick-Balke-Collander Tables. Sold in one year over 1000 of our "Indian Ax" 5-cent cigars in town and vicinity. Business on a paying basis. Heat furnished, own building can give lease. Good opportunity to right party. Roesch Bros., Pottstown, Pa. 1-1-a.

FOR SALE—Complete cigar factory. Plenty of help. Will be sold for less than inventory and does not require much capital, but must be sold at once. Address A. J. Goldsmith, Allentown, Pa. 1-1-c.

CIGAR SALESMAN wants to represent a factory making seed and Florida wrapped goods in short and long filler, londres and perfecto shapes. To sell to A 1 jobbing trade in Eastern States on commission. Address Good Trade, Box 4, care of The Tobacco World. 12-1-c.

GOOD, honest retail cigar man would invest one thousand dollars with services with established reliable cigar man. Young, active and twelve years' experience. Clean record. Address Hustler, Box 6, care of The Tobacco World. 1-1-tf.

CIGAR BROKER WANTED—To represent a Ninth District Penna., line of goods at from $10 to $25 per thousand. Address Active, Box 7, care of The Tobacco World. 1-1-r.

CIGAR BROKER, representing Pennsylvania factories, can give attention to one more having some Western trade. 1-1-r.

For Sale.

FOR SALE—The Universal Cigar Bunch Machine improves the quality of the cigar, reduces the cost, increases capacity; makes paste work and novelty packages successfully; thousands already in use; sent on ten days' trial to responsible parties. Winget Mfg. Co., York, Pa. 7-22-tf.

CIGAR MANUFACTURERS' SUPPLIES—All kinds, new and second handed, for sale cheap. Address Dealer, Box 11, care of The Tobacco World. 1-1-e.

CIGAR MANUFACTURERS—Sanitary, economical paste cups for cigar makers save the paste and keep it clean and fresh. Prices moderate. Address Inventor, Box 12, care of The Tobacco World. 1-1-h.

WANTED: Cuttings, Scraps, Siftings FOR SALE: Cigar Scraps, Clean and Sound Write for Prices
The North American Tobacco Co., 236-248 BANK STREET NEWARK, NEW JERSEY

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CIGAR BOX LUMBER

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AND DEALERS IN
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Consignments Solicited Advances Made

Settlements Made on Day of Sale

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Spanish Betuns

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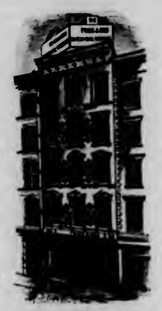

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Capacity 20,000 per Day

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THE NEW "WORLD" RECORD—20 PER CENT. GAIN IN CIRCULATION FIRST MONTH

The Tobacco World

Vol. XXX. PHILADELPHIA, FEBRUARY 1, 1910. No. 3.

Big Manila Sales in New York.

One Million and a Half Cigars Sold in a Week by Western Importers

PROBABLY the largest single sale of Manila cigars ever consummated in this country was held in New York during the week of January 25th, when Edward Wolf, of the Edward Wolf Company, San Francisco, offered at the Hotel Astor 1,500,000 Manila cigars.

Mr. Wolf has been a close student of the Manila market for many years, and through his personal representative in the Philippines was able to buy up a tremendous quantity of goods at a tempting figure. The first consignment of Manila cigars arrived in New York simultaneously with Mr. Wolf and the samples were shown in a beautifully appointed suite on the seventh floor of the Hotel Astor. Several large jobbers made bids for the entire quantity, but Mr. Wolf preferred to sell the goods piece meal. The first purchaser, and probably the largest individual buyer, was the Surbrug Company of New York, who on January 26th purchased outright 350,000 cigars.

The offerings of Mr. Wolf included 300,000 cigars from the Maria Christiña factory, 45,000 from the Herminal factory, 195,000 from the Helois Manufacturing Company, 100,000 from La Perla Del Oriente factory, and a comparatively small quantity from the Alhambra factory. The goods are mostly of the cheaper grade, such as can be retailed for two for a nickel, or three for ten cents. Some of the goods were ten and fifteen-cent grades, but the two-for-five cents cigars predominated.

In a statement to THE TOBACCO WORLD, Mr. Wolf said that he believed there was a great future in this country for Manila cigars, especially in the cheaper grades and that his arrangements in the Far East enable him to get these goods in large quantities at very low figures. He states that he has now bought in the Philippines, or has on the water, several million more cigars which he intends to market in this country.

Before returning West, Mr. Wolf visited several Eastern cities, including Philadelphia.

The New Cigar Makers' Schedule.

Changes in Size of Londres Grande Shape Made.

THE trade in New York have received, during the past few days, the authentic schedule as arranged by the Clear Havana Cigar Manufacturers' Association of Tampa, and an examination of the printed list has proved of much interest. In discussing the changes affected under the new schedule, Charles Cochs, of Carlos Fernandez & Company, told a WORLD representative that the most vexing question has been satisfactorily adjusted.

The bone of contention, between the manufacturers and cigar makers, was the price on Londres Grande, but this has now been arranged so that hereafter Londres Grande will be made in the uniform size of 4 and 15-16th inches with a uniform 44 gauge, whereas heretofore, in some shops, these goods have been manufactured as large as 5 and 5⅛ inches with a higher gauge. The cost of production, under the new arrangement, remains as heretofore.

Another important change in the schedule has been the advance of $1 per thousand in the manufacture of Favoritas, 4¾ inch size.

There are several other points under discussion among manufacturers which it is hoped will be adjusted in a very short time.

Tobacco Trust Decision Delayed.

Supreme Court Not Likely to Give Opinion Before Several Weeks.

FROM A STAFF CORRESPONDENT.

Washington, January 31st.

NOTWITHSTANDING the tense feeling throughout tobacco circles and the desire of the industry to learn the findings of the Supreme Court against the American Tobacco Co., no decision seems probable at this moment before the re-assembling of the court late in February. The adjournment of the court to-day affords no time for so momentous an utterance as the tobacco decision promises to be and matters will rest in *statu quo* until February 21st, or later.

Expressions of regret are general that the court has not acted and relieved the suspense, the issues, as they do, affecting a number of large business combinations

A well-known expert on "trust" matters utters the belief that the Supreme Court will differentiate in its decision between what may be called "good" and "bad" corporations, and thus permit those to continue, as now, whose methods are not arousing popular clamor. Otherwise than this, a period of chaos incidental to readjustment is feared, which may be disastrous to business in general.

Business Boom Shown By Statistics.

THE following report of the collections of internal revenue furnishes some interesting figures of comparison and shows a healthy gain in the production of all kinds of goods, most notably cigars and cigarettes in the United States:

	Dec., 1908.	Dec., 1909.
Cigars, weighing over 3 lbs. per M.	$1,050,942.07	$1,780,978.05
Little cigars " not " " " " "	39,048.71	45,480.79
Cigarettes " " " " " " "	476,710.70	660,241.53
" " " " " " "	5,567.43	5,406.33
Snuff, all kinds	122,899.85	151,759.93
Tobacco, all kinds	1,841,008.81	1,952,907.76
Total	$4,135,578.47	$4,601,864.39

In quantities the above figures represent the following:

		Dec., 1909.	Dec., 1908.	Increase.
Cigars	(number)	595,359,350	550,314,323	45,045,027
Little cigars	(")	84,038,500	72,312,425	11,726,075
Cigarettes	(")	648,317,695	475,251,559	26,033,894
Snuff	(pounds)	2,529,332	2,030,330	499,002
Tobacco	(")	32,549,662	30,663,180	1,886,482

The following is a comparison of the production between 1908 and 1909 for the entire year:

		Dec., 1909.	Dec., 1908.	Increase.
Cigars	(number)	6,943,331,601	6,684,912,537	258,419,364
Little cigars	(")	1,053,921,405	965,479,123	88,442,282
Cigarettes	(")	6,784,662,899	5,770,878,528	1,013,784,371
Snuff	(pounds)	28,717,405	24,237,506	4,479,899
Tobacco	(")	399,672,524	382,899,499	16,773,025

Plan To Merge Clear Havana Factories.

RUMORS have been flying among the clear Havana trade in New York the past week that a movement is under way, backed by Wall street interests, to consolidate the leading clear Havana factories. Owing to the veil of secrecy which the promoters have thrown around the project it is impossible to learn at this date the exact scope of the organization.

It is stated by one who is in a position to know that the plan contemplates each manufacturer selling his business to the holding company, for which he receives in turn preferred stock, also a bonus in common stock.

THE TOBACCO INDUSTRY OF PERSIA

BY LEON MEDEN.

OURMIA—CHIEF TOBACCO CITY OF PERSIA.

IN the western part of the province of Adarbaijan, Persia, is situated the thriving city of Ourmia, and on the land adjacent and the tablelands not far distant, is grown the finest and largest part of the tobacco crop of this ancient country. Ourmia, with its population of 50,000 people, forms one of the border cities between Persia and Turkey and here, twice a year, the tobacco merchants congregate to barter their wares. To the east of the city a short distance lies Lake Ourmia, a beautiful sheet of water seventy-five miles long by thirty miles wide, and the presence of this lake in a land where water is more precious than diamonds, is responsible for the fertility of the soil and the consequent good quality of the tobacco raised.

There are four varieties of tobacco raised in Persia. That grown in the mountainous regions adjacent to Ourmia is decidedly the best quality and the soil in which it is planted is remarkable as being among the small plots of ground in the whole country which do not need irrigation. The plant itself bears a very small leaf and the tobacco is usually mild and rich in aroma, resembling in many respects the Turkish tobacco, which is known in the United States as "Zigna Goobag." This tobacco is almost exclusively used in the manufacture of cigarettes and the surplus crop is exported into Turkey, some of it eventually reaching America. As a matter of fact, during the past few years the exportation of this tobacco and Persian opium has become one of the most important phases of the commercial revenues of the country.

The second grade of Persian tobacco is cultivated in the lowlands adjacent to Urumiah and is known by the name "Urmie". In quality and looks it strongly resembles the Turkish variety which is imported into the United States under the name "Bosnia". This grade of tobacco is very popular in Persia and large quantities are shipped into the various interior provinces, Teheran alone taking 50 per cent. of the crop. "Urmie" is utilized for the manufacture of cigarettes and is largley smoked in pipes also. In the cultivating of "Urmie" it is necessary to carefully irrigate the tobacco lands once every other day from the time of planting until the tobacco ripens.

The third variety grown in Persia is of an inferior quality and is raised principally in the Province of Resht, by which name it is known. This variety resembles in all its details the cheap Samsoon tobacco of Turkey. The plant has an unusually large leaf, which is rather dark in color and it is very strong. It is raised principally for pipe smoking by the poorer classes.

The fourth variety, and the one with which the average Persian himself is best aquainted, is raised principally around Shiraz and goes under the name of "Tambacoo". This species of the plant bears the largest leaf of any variety known either in Persia or the Orient, but it is of little use whatever, except for smoking in the "kalian," which is the native water pipe. It cannot be used in this however, until after it has been thoroughly soaked and washed during several operations.

We present herewith a characteristic and authentic portrait of two Persian women of high caste seated in their home and puffing one of the "kalians," which is filled with Tambacoo. Students of pipes and pipe lore will recognize at once the difference between the Persian kalian and the better known nargileh, or water pipe of Turkey and Egypt.

During a four years' connection with the Imperial Government as Collector of Customs at the city of Ourmia, my statistics show that the exports and imports of tobacco at this frontier post averaged about 80,000 rupees a year, but this amount is growing quite appreciably, from the very latest figures obtainable.

HIGH CLASS PERSIAN WOMEN SMOKING NATIVE WATER PIPE—"KALIAN."

"URMIE" TOBACCO FIELDS—NEAR OURMIA, PERSIA.

HOW DIFFERENT MEN HOLD THEIR CIGARS

LITTLE STUDIES IN HUMAN NATURE REVEALED BY MANNERISMS OF SMOKERS

The holder of that cigar is in a bequeulous mood. He is frank. His words are well chosen, entertaining and convincing. That smoker is a popular man, generous and open-hearted.

Jolly, bluff and hearty, but obstinate, is the smoker whose hand is seen in figure 7. Nothing worries him, but the hook of the forefinger around the cigar shows that he would be an uncomfortable person to have around when he is angry.

A rather skeptical man, who always looks on the practical side of things, is shown by the hand in figure 8. His closed fingers show that he does not easily let go of things, especially money. He is not particularly sociable, and he resents interference with his affairs.

The hand of figure 9 belongs to an exquisite in dress and manners. Nothing is too good for him, and he is careful how and where he knocks off the ashes of his cigar with his little finger. He may not be a dude, but he is extremely careful about his appearance.

The hand in figure 2 belongs to a man in a thoughtful, pensive and deliberate frame of mind. His plans mature slowly but surely. His honesty is unquestioned and his success in life is due wholly to himself. He may be a lawyer or a business man.

THE POET has said that the eyes are the windows of the soul. If this is so, the manner in which a man holds a cigar is the sign board of his character. This is a deduction drawn by a veteran retailer of cigars and tobacco, whose many years of business have brought him into the closest relations with all types of men and have given him an unusual opportunity for studying the moods and methods of the smoker.

It requires no Sherlock Holmes to size up a man from the manner in which he wears his hat or his necktie; the way he sits in a chair; the way he walks; the various intonations of his voice; his manner of laughing, the expression of his eyes, the curl of his lip and other various indices of character.

But it remained for a retailer who is somewhat of an artist, to trace character by the manner in which the smoker holds his cigar. It has struck this man that there are certain well-defined mental and moral characteristics which reveal themselves immediately the smoker takes up a cigar.

If you have never noticed this, make it a point to study by your patrons the next time they drop in for their favorite cigars. For the illustrations herewith, we are indebted to a Boston artist well known in newspaper circles. The comments beneath each drawing speak for themselves.

Figure 10 shows the hand of a morose and solitary man. He broods over fancied injuries. He likes money, but is generous when it serves his purpose.

Figure 3 indicates the hand of a smoker in the role of a good listener. His powers of observation are well developed. His first impressions are generally correct. He is apt to have plenty of money and to give lavishly to those whom he likes. When he speaks, it is generally worth while to listen to him.

A man abrupt almost to rudeness, who wishes to know the why and wherefore of a thing at once, holds the cigar in figure 11. He is not hampered by sentiment. He has an eye like a gimlet. He is not popular in society. He never undertakes anything unless there is an end to be gained.

The cigar pointed like a revolver in figure 4 is a weapon of offence. It is held by an argumentative man, who lays down the law with emphatic gestures and thumps. He will do things his own way or not at all. Speaker Cannon sometimes holds his cigar in that way.

It is a calculating and selfish man, fastidious in his likes and dislikes, who is holding the cigar in figure 5. He is not averse to gossip, and his friends are always anxious to propitiate him.

Figure 6 shows the hand of an exacting man, who is apt to expect more of others than they are capable of performing. He is likely to be irritable, but anything he undertakes he will see to a finish, and his word can be relied on every time.

The hand of a man economical, not by choice, but by necessity, appears in figure 12. Perhaps the cigar is only a scouted butt. But, at any rate, peace to its ashes.

THE FOREMOST FACTOR IN BURLEY TOBACCO

AS leader of the Kentucky growing interests, this gentleman is looked upon as the foremost factor in that section of the country. Mr. Le Bus is by birth and instinct a tobacco grower. He descends from a family which has always been engaged in tobacco raising, his father being one of the leading growers in Kentucky for many years.

To-day Mr. Le Bus owns something like eight thousand acres of tobacco fields and is probably the largest individual owner in Kentucky. His unique personality, shrewd business sense and unquestioned integrity put him at the head of one of the most influential tobacco societies in the Blue Grass State.

Probably the best estimate of Mr. Le Bus's worth is furnished by one of his business antagonists, who said the other day: "Clarence Le Bus is undoubtedly the shrewdest business man in Kentucky. He says very little, but what he does say he stands by to the letter, even if it means financial or personal sacrifices on his part. He is the 'daddy of them all' and certainly a factor to be reckoned with in the purchase of Burley tobacco."

CLARENCE LE BUS.

Mr. Le Bus's brother is associated with him in business, and his wife, too, takes an active interest in Burley affairs; it was she who represented Mr. Le Bus at the recent successful hearing at Washington.

Mr. Le Bus is a typical Kentuckian in conversation, physique and personality and his commanding figure is a familiar one in Washington. Many a time when the tobacco interests of his home state were at stake he has been frequently called upon to testify before Congressional committees at Washington and his words have always carried weight of conviction.

Burley Society not to be Prosecuted.

Delegation Confident of Immunity After Visit to Washington.

Washington, D. C., January 28th.

UNLESS all signs fail, there will be no prosecution by the Federal Government of the Burley Tobacco Society of Kentucky. This is the prediction based on the developments since the visit here on January 20th of a delegation of prominent members of this society who appeared before Assistant Attorney General Wade H. Ellis to protest against an investigation now being conducted by the U. S. District Attorney at Covington, Ky., to find out if this society is violating the Sherman anti-trust law.

The delegation included Representatives Sherley, James, Johnson, Helm and Cantrill, all of Kentucky; Hughes, West Virginia, and John R. Allen, of Lexington, counsel for the society; C. C. Patrick and James A. Brown, members of the Executive Board; Commissioner of Agriculture Rankin, Mrs. Clarence Le Bus, wife of the president of the Burley Society, and Miss Alice Lloyd, the press agent.

The conference lasted two hours, during which the delegation assured Mr. Ellis of the high purpose of the society, and that it in no way controverted the Federal law and was really aimed to counteract the conditions brought about by the Tobacco Trust. At the conclusion of the hearing, the delegates left, confident that there would be no proceedings, either criminal or civil, against the Burley Society.

A damage suit for $10,000 by J. W. Enroughty vs. the American Cigar Company, was dismissed at Richmond, Va., Jan. 15.

President of the Burley Society Threatened.

According to a press dispatch from Kentucky, January 30th, twenty men broke into the offices of President Clarence Le Bus, of the Burley Tobacco Society, their manner indicating that they were looking for some person. On leaving, they warned the watchman that they would return and blow Le Bus and the place to "——."

Kentucky News Notes.

LOUISVILLE, KY., January 28.—Edw. J. O'Brien has been elected President of the Louisville Tobacco Exchange, succeeding Wm. O. Hedge, who resigned, declaring that other duties prevented his acceptance of a re-election. Other officers elected are, S. G. Harping, Vice-President; Charles J. Pepper, Second Vice-President; Holmes Glove, Secretary; and S. W. Holm, Treasurer.

C. E. Schultz, of the tobacco firm of Motteler & Schultz, Louisville, Ky., was reported still missing Jan. 19. He disappeared Dec. 29 at 3 P. M., telling his wife that he would be back at 8 in the evening.

The Williamstown (Ky.) Tobacco Company has been organized by local business men for the manufacture of chewing and smoking tobacco and cigars, in addition to prizing and drying.

A new cigar factory has been started at Sac City, Iowa, by the Sac City Cigar Co., owned by Semple & Hogett, who also have a factory at Jefferson, Mo. The new factory will be under the management of Mr. Fred F. Maloy, of Des Moines. The output for the present will be confined to the five-cent brand of "Red Seal."

PREVALENCE of cigar stands in "tonsorial parlors," as the wax-bewhiskered barbers call their shaving shops, has, in times past, aroused resentment from the legitimate cigar dealer. It cannot be denied that these shops offer a big outlet for the cheaper grade of cigars, but this mixing of latner and tobacco, it strikes me, is hardly legitimate. True it is that when a man wants a good cigar he does not look into a barber shop for it, but there is a great temptation to the average man when he alights from the barber's chair to pick out a cigar to smoke on his way home.

However, there is one barber shop, or I might say a chain of shops, in Philadelphia which do not care to mix the two businesses, and these, by the way, are the most successful and best patronized shops in the city. The chain consists of eight beautifully appointed shops, principally in hotels and at desirable corners in Philadelphia: one in Washington and another in New York. The proprietor of these shops does nothing but the barber business, his reason being that he does not care to antagonize the strictly retail cigar store, many proprietors of which patronize him exclusively, and, secondly, because he thinks that a high-class barber shop is no place for a low-grade cigar stand. And his theory is working out to his financial advantage.

In a talk with a veteran cigar dealer a day or two since, he gave a clever tip on the handling of customers, which, I think, is worthy of the consideration of any dealer or clerk. He said that he always made it a point when two customers entered the store and one of them, for instance, laid down three cents for a cheap smoke and the other a quarter for a 25-cent Perfecto, he always, in a quiet way, waited on the three-cent purchaser first. In commenting on this action he said that a quarter is never ashamed of three cents, but that the man with the three cents is very sensitive and should the dealer smilingly take care of the Perfecto customer first, he is likely to arouse a feeling of antagonism in the mind of the chap whose few pennies are staring him in the face.

There is a whole meal of thought in this idea.

My friend Longcope came home from Jamaica last week and brought back with him some villainous native tobacco, which he was smoking in his pipe and claiming to enjoy. He tells me that he was very much interested in the native method of peddling the tobacco by the yard, which obtains on the island. The negroes gather the tobacco leaf, small boys twist it into long ropes, and it is then wound into a coil and sold in the open market place by the yard for three pence. The poor Jamaicans sometimes buy several yards and carry it wound around their hats, necks, or waists, according to the length of the strip of which they are possessed. This odd method of selling the stuff frequently tempts tourists to take a chance, which they regret for many days afterwards, for instead of buying a yard on trial, many of them go into the purchase wholesale, and take six yards or more, which is very difficult to give away to any of their friends who happen to be the least bit traveled or wise.

Like all other salesmen who deal in the luxuries of life, the average traveling man for a cigar factory is a liberal spender. I once knew a salesman who covered the swell clubs and cafes of New York City. He was a star in his own little sphere, and had an air so plausible that it would arouse the admiration of even a skilled student of human nature. This knight of the grip would go into a high-class hotel, walk up to the cigar buyer and a dialogue something like the following would ensue:

The Salesman—"How are you, Charlie?"

"Fine."

"How many children have you got, old man?"

"Two."

"Can you get off about three weeks toward the end of the year?"

"I guess so, if it's pressing."

"Well, I want to send you and your whole family to Havana. You need the rest, my dear boy."

The salesman is careful to offer to send a man where he doesn't want to go.

The buyer will express his appreciation and is likely to purchase several thousand more fine cigars than he had intended.

The salesman who can get away with a line of talk as slick as that will quite possibly show up in a few days and get "Charlie" to cash a check for say $200. "Charlie" may find that the check is marked "N. G." and that the salesman has no money in the particular bank against which he drew.

One salesman cashed bad checks in nearly every leading cafe and hotel in New York City. He is now afraid to enter any of those establishments, where he was looked upon once as a "prime sport."

There is a clever German steward at the Tivoli Club in New York City who was formely a steward on one of the German ocean liners. While traveling the high seas he learned the art of manufacturing flowers and articles of decoration from vegetables, and great is his handiwork in turning turnips, apples, carrots, &c., into an artistic boquet. During the past month at the club he utilized this knowledge in an effective and unique way in the club cigar case. Visitors who have dropped into the little club have been much amused at beholding in the case three huge carrots ornately shaped into the form of a lily, palm leaf fan and a rose, which the enterprising Teuton was utilizing for moistening the cigars in the case.

The alarming news comes that the good old-fashioned "quid" puffing out the cheek of the sailor's jaw to battleship proportions is to be a thing of the past. Makers of "jolly tar" must look out, for our dandy sailors are proposing to eschew the weed rather than to chew it. Uncle Sam's statistician is my authority, for the Navy purchases of chewing tobacco of 70,000 pounds less for this year than for last year. The quantity for 1908 was 220,000 pounds, for this year it is 150,000 pounds. But the middies are not quitting tobacco. No, no; they are learning to twist rice paper loaded with cigarette tobacco and the dainty curl of cigarette smoke will signalize the battleship's approach rather than the squirt of unlimited licorice into the briny deep.

THE ONLOOKER.

PROBLEMS OF THE RETAILER

Cheap Substitute Boomerangs For the Retailer.

THE practice of some retailers substituting cheaper grade cigars for standard brands is no more despicable and illegitimate than that of the manufacturer who, once having created a demand for a widely advertised brand, cheapens the stock and sells an inferior piece of goods on the strength of its former reputation. Neither the dealer or the manufacturer who indulges in this practice can exist long.

The American people, it is true, like to be buncoed more than any other people on earth, but once they discover the deception, they are quick to resent it. In the cigar business, as in any other business, the dealer who delivers the goods as advertised will succeed not only in building up and keeping his own trade, but attracting transients by his reputation.

Some retail stores are wont to offer special cigars on Fridays and Saturdays for five cents, which they say are sold during the week at ten cents. While this may be a clever scheme, it hardly seems plausible that if a cigar is worth ten cents on Monday, that it can be sold for five on Saturday. It is not possible that the man who buys on Monday has been cheated and the man who buys on Saturday is sold under false pretenses? There is no way to force an end to this practice, but it occurs to the writer that no deep thinking smoker will fall for it, and if he should, he cannot but regard such a store with suspicion.

While it may be good business to have bargain days in cigars, as it is in department stores, the average smoker knows that a real ten-cent cigar can never be sold for five. He also knows that he can buy six regular five-cent cigars for a quarter and this is a legitimate offer based on the volume of business.

It is admitted that very few smokers can tell a good cigar even when they smoke it. A cigar that suits one man is obnoxious to another. Each has his individual taste and the retailer must carry a sufficient variety of brands to suit all kinds and conditions of men. In nothing so much as in cigars, perhaps, does fact count for so little and imagination for so much. Some smokers think that dark tobacco is strong, and light mild, so, wishing to smoke a light brand, they choose a light wrapper and those who wish for a strong smoke, pick out a dark wrapper and go away satisfied. The fact is that the dark color may indicate merely that the tobacco is well cured.

The absurdity of judging a strong cigar by the wrapper or judging the quality by sniffing at the wrapper, becomes at once apparent when a proportionate amount of tobacco within the wrapper is considered. Of course the quality of the wrapper indicates to some degree the quality of the cigar, but, after all, a cigar must be judged, when purchased through a legitimate manufacturer, by the price paid for it. A professional tester of cigars will hardly venture his judgment until he has slowly smoked the cigar to the end. How, then, can the average smoker pass judgment by merely sniffing at it?

Notwithstanding the fact that imagination enters largely into the selection of goods by the consumer, there are very few who cannot at once detect a rank cigar, and any dealer who attempts to palm off a cheap substitute for a standard brand is sure to be discovered.

Why Retailers Should Advertise.

It is a lamentable fact that probably no class of modern merchants use less advertising space in their local papers than retail cigar dealers. This has been due to various reasons; chiefly to the fact that the margin of profit and the expense of conducting the average retail stand are so close that the average merchant is loath to invest his money in an advertising gamble.

We believe, however, that this is a very narrow and too conservative view of the situation and that the largest retail stores should use space in their local newspapers, when they have something special to offer, whether they be on special bargain days or some new brand which it is desired to push. Every other branch of business has been educated to expend liberally in advertising, and we believe that the cigar dealer can use small space advantageously. This advertising will not only serve to move special lots which he desires to clear, but will bring to his store the accumulative effect of advertising his name.

Mr. Dealer, if you have not tried this advertising proposition, do so. We will be glad to hear from you as to the results.

Heart-to-Heart Talks With Clerks.

The ideal cigar store clerk will of necessity be proud of the store, believe in it, believe that it is the best store in the place; believe that he has the best goods; the best service; in fact, the best everything. Certainly that is how he should feel and must feel or he cannot hope to win out. He must be able to forget that there is competition, forget all about all other stores. The theory of handing out best quality and obtaining best prices should be uppermost in his mind. So far as prospective customers are concerned certainly no comment should ever be made concerning any other store; that should be told to the manager or the "boss" and let them regulate such matters.

The clerk can be of great assistence in the various departments of a well regulated retail store, and a retail store would not be a well regulated establishment without several departments; as for instance, cigars, cigarettes, pipes and smoker's articles, &c. They all afford opportunities for making new customers and the skillful salesman will never let escape an opportunity to sell an expensive pipe to a customer who comes in to buy a few cigars, and makes perhaps a casual inquiry concerning pipe quality.

A ladies department, at certain seasons of the year is also desirable for it usually means box sales at least. She should be treated as to make her want to return at the next opportunity when an article in this line is desired.

It does seem somewhat singular that cigar store clerks, so much hate to meet people with a grudge. They cannot seem to face them, but the cigar store clerk must face them, and the best was to handle the grudge people, or the people who are always down on you, on your goods, and on everything, is to change the subject. If they say your brand of cigars, was miserable, direct his attention to another one in a tactful way, or talk about some fresh shipment of a new line of goods which you will probably have. Rather jacole him into thinking that he is a good judge of quality and if you can do that you are certainly smarter and more courageous than the person with a grudge.

We cannot dwell too strongly upon the importance of being honest with your customers. It isn't at all smart to misrepresent anything, in fact it isn't even smart to be able to talk it, and it certainly pays to be honest with your customers. It pays not only because of the greater moral satisfaction, but because of the greater financial benefit. Ultimately if a customer finds that an article that he has bought was just exactly as represented, you have very likely won him. Such a sale will have been made purely on its merit. The credit is due you and will undoubtedly come to you, but don't, on your life, describe a cigar or any other article as delicious, if you know that it is seedy and rank.

Four Kinds of Salesmen—Which is You?

Four men known to the writer present a very interesting study in salesmanship. They are employed in the same establishment and all were good workers, but the results of their work offer a curious study which will be for the benefit of the retailers in general. For the sake of brevity we will refer to them by number.

Number 1 sold goods, but for some reason a greater proportion of the articles sold by him came back to the store from dissatisfied customers. The proprietor was a careful buyer and handled only standard articles. This particular clerk was popular and he urged purchases with great celerity. His weak point seemed to be his assuring almost every customer that the goods might be returned and money refunded if found unsatisfactory. I am inclined to think that many goods were allowed to lie about the house unused until the purchaser decided to return them and collect his money.

This salesman was a little too urgent.

Number 2 was not at all popular and on several occasions refused to accept goods brought back to the store. He quarreled with customers and really drove some away in anger. Still, he sold goods in good quantities and gave good value to the customers for their money. He criticised the proprietor to his face, in no very friendly way, braggell incessently of his own abilities, but managed to hold a certain line of small trade. He slashed prices fearfully at times. His disposition toward his trade was constantly showing a sneering reference to them behind their backs. He really earned his salary, but came to be regarded as a dangerous proposition to be in touch with.

Salesman Number 3 secured more cash trade than the other two put together. He was a good plain worker, told his customers the truth, made no promises which he could not keep, showed goods wherever he had a chance, but was tactful in not urging them too strongly to buy. He seemed to be an ideal clerk, but for some reason he secured no new customers. The trade was pretty well divided in this particular town by competition, and it might have been no fault of this salesman that regular orders did not come through his efforts. He seemed to lack magnetism, which is the gift of the gods to any man.

Salesman No. 4 seemed to have conceived the idea that his business was to make more and more friends for the store; he knew the stock, obtained regular prices, ignored his own claims to consideration and, in a word, was for "the house." He brought to the store people who never referred to his invitation, and he probably never obtained credit for so doing. He often looked slouchy, which is a crime in any salesman, but he worked for his employers as if he, instead of they, was the proprietor. So far as his sphere went, he made the store popular and by some unexplained method he seemed to impress on his customers that the cash must be paid when the goods were delivered.

Seeing them all at work together on a busy afternoon a stranger would have found it difficult in choosing among them. Their routine work was above par, a fact for which the proprietor is to be credited. The individual work of each, however, they are as stated. A tabulated statement of probable sales to each would be mighty interesting reading, but it has not been made yet.

Gallatin, Tenn., is looking forward to having in the near future a tobacco plant which will handle annually at least $1,000,000 worth of tobacco. The proposed plant will afford a home market for both dark and burley tobacco and will mean thousands of dollars annually to the people of Gallatin. Local parties have an option on four acres of ground, upon which the erection of the warehouses will shortly be commenced, at a cost of $25,000.

Late Retail Bulletins

The Edwin Abe Cigar Company has been incorporated at Wapakoneta, O. The incorporators are Edwin Abe, Eli Burk, C. A. Engelbrecht, Ed. Wintersheimer, Chas. Wisener, C. E. Fisher; capital $40,000.

The Messrs. Patosski have opened a fine cigar store at 203 W. First street, Duluth, Minn. Jacob Patosski is financial secretary of the Duluth Cigar Makers' Union and they intend to push Duluth products.

C. R. Pearson, a well-known salesman of Trempealeau, Wis., has connected himself with the Adams Tobacco Company of Milwaukee, headquarters at Watertown, Da. He will travel South Dakota and some cities in Western Iowa.

Hawley & Voreck's cigar store and billiard hall at Beaver Dam, Wis., suffered damage by fire on Jan. 18.

The Aschermann Cigar Company, of Milwaukee, has incorporated with $15,000. Messrs. J. E. & A. L. Elzius and A. Weiss are incorporators.

Chas. M. Richardson opened a fine new cigar and tobacco store at 150 Main street, Waterville, Me., January 22nd. He will also make cigars and has a large, airy and well-lighted place for that section of his business.

The Enterprise Company of Pittsfield, Mass., has been incorporated to deal in tobacco, cigars, &c., with a capital of $4,000. The incorporators are George Barber, Frank R. Strong, and J. W. Lewis.

Crescent Tobacco Co. has added to its selling force W. O. Bradley, of Little Rock, who goes to Arkansas, and L. E. Wallace, Jacksonville, Miss., who goes to Mississippi.

Peter F. O'Malley, proprietor of the tobacco store in the Cannon Block on High street, Clinton, Mass., has made an assignment of his business to Attorney Patrick F. Cannon for the benefit of his creditors. The liabilities are said to be $800 and the assets about $200. A meeting of the creditors will shortly be held and in the meantime the store will be open for business until the latter take some action.

The Epstein Cigar Co., of Minneapolis, Minn., was visited by fire recently. The loss to the building was $20,000, but that of the Epstein's was not stated in the press dispatch.

All records of the season were broken at Carlisle, Ky., on Jan. 19, in the delivery of tobacco both at the warehouses of the board of control of the Burley Tobacco Company and the independent buyers. Thousands of pounds are now being delivered and the board of control is directing the growers to notify them several days in advance of the time they propose to make deliveries, in order to prevent congestion.

As Others See the New "World."

EVERYWHERE the advent of the new TOBACCO WORLD seems to be hailed most enthusiastically. Here are the comments received since our last issue:

"Asa W. Vandegrift, President of Sheip & Vandegrift, Inc., Manufacturers of Cigar Boxes, Philadelphia.—"We desire to compliment you on the very artistic manner that you have of late been issuing your paper. We especially notice the superior quality of the paper together with nice clean type and a special place for each different line of business. This surely is a very big improvement over your former set-up and certainly ranks among the best papers in the cigar line. Your paper should have encouragement."

H. F. Kobler, Cigar Manufacturer, Nashville, Pa.—"The new TOBACCO WORLD is a wonderful improvement. When I received the first number in its changed form I was so delighted that I felt like shouting Hurrah!"

James D. Acker, of Finley Acker Co., Philadelphia, retail dealers.—"THE WORLD is unquestionably the most beautiful and the most useful paper in the field to-day. I will read no other."

G. W. Lord, Boston, Mass.—"Congratulations on your new, bright, interesting and progressive paper."

F. Brecht's Sons, Philadelphia.—"It is the finest publication we have ever seen in the tobacco trade."

Henry Heyman's Sons, Cigar Manufacturers, Reading, Pa.—"We need it in our business."

Sidney J. Freeman, Cigar Broker, New York.—"No dealer should be without THE WORLD."

Wm. Henderson & Co., Washington, D. C., retail dealers.—"Accept our congratulations and good wishes. The new WORLD certainly looks like a leader."

Hilbronner & Jacobs, Cigar Manufacturers, Philadelphia.—"The new WORLD came to hand and can assure you it was a great surprise, and you are certainly to be congratulated on the wonderful improvement, and hope you will continue to keep up the good work."

The Paris Flood Disaster.

If the upper waters of the River Seine have cherished animosity against mankind in general they could not have vented it more effectually than by inundating the City of Paris. This fair metropolis is the pet of the world, the ultimate destination of every intelligent student of the progress of man. At every step one encounters some indication of the triumph of intellect. In short, Paris is a pantheon of man's noblest achievement in literature, sculpture, music, art, in its broadest sense, and of all things else that purveys to human enjoyment. For such a city to become the spoil of a pitiless flood is a calamity so dire as to defy verbal description.

In the United States universal sorrow and anguish must be felt that the pillars of Paris are being liquified by the torrents of the Seine. Added to it all comes the recollection of what France did in 1776 for the American Republic.

No flood can wipe this out!

Record Shipment By Julius Marqusee.

DAYTON, O., January 22nd.—Twenty-one hundred cases of Ohio tobacco, filling 32 cars, were shipped from this city on January 20th, by Julius Marqusee, the well-known broker, to Spietz & Worch Co., at Detroit, makers of the "Quality" cigar. This is reputed to be the largest shipment of tobacco ever handled in Dayton. The tobacco was sent over the Pennsylvania Railroad and each case contained 350 to 375 pounds of the best Ohio quality tobacco.

This sale is said to be the largest ever consummated in Dayton and is a splendid tribute to Mr. Marqusee's business ability. The main office of Mr. Marqusee is located in New York at 141 Water street.

Cigar Packages to Be Unchanged.

Western Railroad Classification Committee Makes Concession to Shippers.

AT a meeting of the Western Classification Committee on Railroads at San Antonio, Texas, last week, it was decided to permit cigar manufacturers to retain the style of packages heretofore used in shipping cigars to the Far West. The manufacturers will be permitted to use the tin seal, as usual. Besides this they will also be allowed to use another kind of package if they so desire.

This decision is a sweeping victory for the cigar manufacturers and will be hailed with delight everywhere.

New York Tobacco Growers Dissatisfied.

The recent meeting of the New York State Tobacco Growers' Association, held at Baldwinsville, developed an unsatisfactory feeling on the part of the growers in the Syracuse section, some growers contending that the present prices offered are lower than the cost of production. Burt Giddings, secretary of the association, is quoted as saying that there is little encouragement to grow the weed at 7, 8 and 9 cents. Only two warehouses are being operated at Baldwinsville this winter.

The methods of producing tobacco have been improved in that section by the presence of Geo. H. Harris, representing the U. S. Department of Agriculture. His work has been confined to soil analysis, fertilizers and varieties of leaves.

Marked improvement has been noted since the Department of Agriculture began to render assistance.

In the talks made by different members, the favoring of and specializing one particular piece of ground on a farm for the exclusive culture of tobacco was generally tabooed and the rotation of crops advocated. That tobacco was a profitable crop to raise was fully demonstrated by several, although they frankly admitted that they are not getting the prices for the leaf at present that they ought to get.

In years past the farmer of Onondaga and the surrounding counties has put forth every effort to produce a wrapper crop and in so doing he has vastly erred, for the soil is not naturally adapted to the production of this class of leaf. In doing this the grower ran away entirely from the uniformity of tobacco and while there was, under these conditions, some bumper crops harvested, there were too many "tail enders." During the last three years the raising of filler crops has been strongly advocated by the department's crop technologist and also by many of the largest, the most experienced and successful growers, to the extent that at present the standard of uniformity is being reached at a good rate. The filler crops of 1909, as shown by a large number of samples that were present, raised on farms in different localities, on different soils and with different combinations of fertilizers, seemed to fully demonstrate the facts of the filler argument.

Nicks Factory Sold to Penn Co.

The Nick Tobacco Co., one of Elmira's (N. Y.) largest manufacturing concerns, has been purchased outright by the Penn Tobacco Co., of Wilkes-Barre, who will take over the business and consolidate it with their Wilkes-Barre plant. The Penn Tobacco Co. manufactures the well-known "John I." brand of cigars.

Since the death of Mr. Nicks the business has been conducted by his wife, assisted by Paul Kingston.

The stock of D. W. Ahern & Co., wholesale cigars and tobacco, at Minneapolis, Minn., was sold at bankruptcy sale under the direction of Andrew C. Alderson, trustee.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

Figures Which Should Silence Croakers

In these times, when the faint croak of the croaker is being drowned by the hum of industry, and when there are still a few "Doubting Thomases" who raise their eyebrows when told that prosperous times are again with us, it is refreshing and convincing to scan the latest Government reports based on the sale of revenue stamps, which show the output of all classes of cigars, manufactured tobacco and cigarettes for the year just closed.

These statistics, which should be final and conclusive, reveal tremendous gains in every branch of the tobacco industry, the chief increase being in manufactured cigars, which show a gain of 258,419,364 over the year 1908. The cigarette field, however, shows even a larger gain, the increase being 1,013,784,371 over the preceding year.

One of the notable features of the annual report is the gain in the manufacture of little cigars, which branch of the industry has received a powerful stimulus through widely advertised brands during the past twelve months. In 1908 there were 965,479,123 manufactured, as against 1,053,921,405 in 1909. Judging by this, the little cigar is not only holding its own, but making long strides forward.

Under the general heading of manufactured tobacco, which includes smoking and chewing, the statistics uncover a slight decrease in only four of the twelve months, but the year shows up well with a gain of 16,773,023 pounds over the preceding year. There was a gain of 4,479,899 in the total manufacture of snuff over the preceding year.

Men of the tobacco trade, you who have been depressed by the conditions of the past three years, should analyze these figures and take heart! Nineteen hundred and ten holds great promises for us all.

Tell Your Troubles to The Editor

The editors of THE TOBACCO WORLD will be pleased to hear from any one in the trade at any time, giving expressions of views on questions relating to the industry. We believe that a frank and open discussion of these matters and an interchange of ideas will be helpful to us all and we hereby extend our columns to all who wish to use them. It is hardly necessary to state that all communications to merit attention must be signed, with the name and address of the writer. Anonymous communications are dangerous and usually veil some covert purpose. Write to us freely. You are assured a hearing if you sign your name.

Why Change the Cigar Revenue Stamp?

The proposal of the Internal Revenue Bureau to introduce a new shaped stamp for cigar boxes has met with instant opposition by cigar manufacturers throughout the country. The Bureau's suggestion to put out a stamp of oblong shape to be fixed over the top and front angle of the box near the centre, so as to necessitate the breaking of the stamp in opening the box, is frowned upon by many of the leading manufacturers. It is pointed out by the objectors that most of the boxes to-day have a tack label and that the new form of stamp would make this useless. Considering the tremendous quantity of these labels now in stock throughout the country, a big investment of money would be lost. It is further argued that the change would destroy the artistic value of many of the packages now on the market.

The consensus of opinion seems to be that the Revenue Bureau should let well enough alone. Manufacturers are evidently satisfied with the stamps now in use and there seems to be no valid reason for a radical change.

Pure Food Law For Tobacco Products

Nicholas Coundouris wrote a letter recently to the New York *Sun*, in which he took the ground that a cigarette manufacturer had a perfect right to buy up all the factories that he was able to buy; also that he was within the law to compel the retailer to sell the goods at a certain price. This, he believes, would be reasonable from a common-sense point of view because, if not, the cigarettes would not sell. The menace, he contends, against keeping cigarettes at a high standard is the case with which such articles can be made of inferior stock, besides being adulterated and doped. To prevent this he urges that the Government extend the provisions of the Pure Food Law to the manufacture and sale of tobacco and that it should be rigidly enforced. He also argues that tobacco is a luxury pure and simple and that it should be kept pure and wholesome at all times. Not a bad idea, too.

Tobacco is claiming a great deal more attention in India just now than was the case a short time ago. The internal demand for it is enormous and tends to keep pace with the increase in population, as practically all the people smoke from a very early age. To meet this demand there are over a million acres under tobacco in British India and native states, which produce an annual crop of an estimated value of $25,000,000.

The Cuban Market

From Our
Exclusive Bureau
36 Zulueta
Havana, Cuba.

Havana, January 22nd.

BUSINESS during the past fortnight has picked up considerably, and the volume of transactions shows that manufacturers and dealers from the United States are eager in securing all the good vegas which are still obtainable in our market. Prices have not shown any variation worth mentioning, as our packers and dealers have continued to satisfy our friends from the North by accepting all offers which were within reason, and rather than carry over last year's stocks they were willing to make further sacrifices in meeting the views of the buyers.

Vuelta Abajo is still plentiful in our market and good factory vegas can be had upon advantageous terms, while the heavier styles which are used for mixing purposes are becoming scarcer. Semi-Vuelta of light styles have nearly disappeared, and the supply of heavier, good-sized classes is neither abundant, although the shorter grades can still be had, which it seems, however, the Northern buyers are not particularly anxious to acquire.

Partidos Scarce—Demand Strong

Partido is the scarcest article, and particularly good wrappers which everybody seems to be looking for. Remedios is beginning to decrease in quantity and while the stocks of first and second capaduras have not yet been exhausted, they consist now of prime goods which are held very firmly at higher figures by strong houses, or of the inferior growths and lighter in body, which are cheaper in price, but not so profitable to work for the Northern cigar manufacturers. It is claimed that there are now less than 15,000 bales of firsts and 5,000 bales of seconds (of both kinds) for sale in first hands. Third capaduras of heavy body have also about disappeared, while there still remain some light styles and manchados. The outlook for the coming crop is doubtful yet, and it will depend upon some rainfalls in all the tobacco districts whether the crop this year will be larger. January is always the most critical month for the planter, and as we are in the dry season, usually no rain can be depended upon, although one or two showers are necessary for the growing tobacco in the fields. Only a trifle has been cut so far, and while more will be cut this month, the bulk of the crop cannot be ripe before the month of February this year, owing to the late planting this season. All the former predictions about a large and good crop are mere guess work, they may come true, and they may prove to have been fallacious.

Sales during the past fortnight summed up to 14,224 bales in all, or, divided, they represent: 5,496 of Vuelta Abajo, 695 of Partido and 8,033 of Remedios.

Buyers were: Americans, 10,741; exporters for Europe, 1,975, and the local cigar and cigarette manufacturers, 1,508 bales.

Exports of leaf tobacco from Havana from January 15th to January 15th were:

To all ports of the United States	9204	bales
" " " " Europe	1718	"
" Algiers	97	"
" South America	426	"
" Panama	10	"
Total	11,455	"

Principal buyers who come and go.

Arrivals:		
F. Fleitas,	of S. & F. Fleitas,	Key West
José Pando,	" Garcia, Pando & Co.,	Tampa
Louis Jacobs,	" Rosenstadt & Jacobs,	New York
Aug. Biedermann,	" August Biedermann,	"
Julian Llero,	" Carlos Garcia & Co.,	"
Henry Fisher,	" A. Cohn & Co.,	"
Morris Prochaska,	" Morris Prochaska,	"
Adelaido M. Marus,	" A. Marus & Co.,	"
Manuel Lopez,	" Calixto Lopez & Co.,	" & Havana
Eugene Lopez,	(" Eugene Lopez & Co., and	"
	(" Rodriguez, Menendez & Co., Havana	
Charles Landan, U. S. representative of the H. Upmann factory at New York.		
A. Nussbaum,	of Nussbaum & Bower,	New York
Fred Opp,	" The Fred Opp Tobacco Co.,	St. Louis
Arthur Morris,	" Morris & Morris,	London, England
Albert W. Kaffenburgh,	" I. Kaffenburgh & Sons,	Boston, Mass.
B. Spector,	" Spector Bros.,	Chicago
H. G. Taussig,	" Taussig & Co.,	"
F. M. Schwarz,	" F. M. Schwarz,	Montreal
Geo. Thompson,	" Thompson Bros.,	"
S. Hyman,	" S. Hyman,	"
M. Elkan,	" Ed. Youngheart & Co.,	"
Herm. Stern,	" The Stern Co.,	New York
Domingo Mendez,	" Domingo Mendez,	Brooklyn
Frank Dominguez,	" G. A. Calves & Co.,	Philadelphia
Celestino Vega,	" Celestino Vega & Co.,	Tampa
Departures:		
Victor Ettlinger,	for New York	
Simon Ruppin,	" " "	
Ernesto Horn,	" " "	
Louis Jacobs,	" " "	
Aug. Biedermann,	" " "	
A. Nussbaum,	" " "	
Julian Llero,	" " "	
M. Prochaska,	" " "	
A. M. Marus,	" " "	
B. Spector,	" Chicago	
Fred Opp,	" St. Louis	
F. Fleitas,	" Key West	

Havana cigar manufacturers are only working moderately, as orders have not begun to arrive in sufficient volume to keep the majority of our factories busy. The largest factories seem to be the most favored ones, while the smaller ones have a right to complain about dull times and are only living in hopes that their turn may come later on this year.

Exports last year from January 1st to December 31st were ..... 181,294,502 cigars.
while during the same period in 1908 we exported ..... 188,846,784 cigars.
thus showing a decrease during the last twelve months of ..... 7,552,282 cigars.

The exports from Havana to the chief eleven consuming countries above one million cigars during the past two years were, as follows, viz.:

	1908.	1909.		
1—Great Britain	70,677,528	70,525,495	cigars	(decrease)
2—United States	47,699,742	52,186,692	"	(increase)
3—Germany	24,183,131	14,193,706	"	(decrease)
4—France	11,418,782	9,178,361	"	(decrease)
5—Canada	7,084,020	7,643,495	"	(increase)
6—Australia	6,906,042	3,090,522	"	(decrease)
7—Spain	5,548,895	8,492,113	"	(increase)
8—Argentine Rep.	3,893,745	3,353,032	"	(decrease)
9—Chile	2,636,993	3,618,697	"	(increase)
10—Austria	1,151,815	1,457,243	"	(increase)
11—Belgium	1,124,183	1,008,320	"	(decrease)

Henry Clay & Bock & Co., Limited, are as busy as they care to be, and Don Gustavo Bock has no fault to find with the present times.

Behrens & Co., of the famous "Sol" factory, are also satisfied with the volume of orders they have received of late and are steadily forging ahead.

H. Upmann & Co., "Romeo & Julieta," "Partagas" and "La Escepcion" have no complaints to make.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Fred Opp. has been the biggest buyer in our market, as he is reported, by a reliable authority, to have purchased 3,500 bales of leaf tobacco, chiefly of the finest Santa Clara packings.

Sobrinos de A. Gonzalez sold 2,221 bales of all kinds of leaf during the first two weeks.

S. Ruppin was a purchaser of over 1,000 bales of tobacco during his stay here.

Manuel Menendez Parra has been one of our large sellers.

Victor Ettlinger bought one thousand and five hundred bales of fine vegas of Vuelta Abajo and Remedios for E. Hoffman & Sons, of New York.

Perez Hnos. closed out 1,650 bales of first and second caps. from their well-known Santa Clara packings.

I. Dankowitz was also one of our heavy buyers, as he exceeded the 1,000 bales mark and invested heavily in fine vegas of Vuelta Abajo, Partido and Santa Clara tobacco.

José Menendez disposed of 800 bales of leaf tobacco during the past fortnight.

B. Spector only made a very short stay, but as he is a quick buyer and knows exactly where to find the qualities he wants, he has managed to secure about 900 bales of choice factory vegas from the Vuelta Abajo.

Perez & Obeso turned over 780 bales of their selected lowland vegas from the Vuelta Abajo.

Ernesto Horn, who has been here with Heinrich Neuberger since last summer, left on the 15th inst. per S. S. "Havana" to be active again in the New York office.

B. Diaz & Co. sold 700 bales of Vuelta Abajo and Partido to their various customers.

Albert W. Kaffenburgh, who arrived here on the 12th inst. from Boston, left the same evening for the Manicaragua plantations of I. Kaffenburgh & Sons.

A. M. Calzada & Co. were sellers of 700 bales of leaf tobacco.

Louis Jacobs managed to pick up some fine tobacco for Rosenstadt & Jacobs, of which his firm was in great need.

Rz. Bautista & Co. disposed of 531 bales of Vuelta Abajo and Remedios.

Arthur Morris, the well-known importers of cigars in London, England, was heartily welcomed by his numerous friends after an absence of two years.

José F. Rocha closed several transactions amounting to 425 bales of Vuelta Abajo.

August Biedermann, the New York importer of Havana Tobacco, has made some excellent purchases of Leaf Tobacco of all kinds, and while the quantity may not exceed 300 bales, he can be proud, however, of having secured the heavy portion of a factory vega, "La Saavedra," from San Juan & Martinez, and which is one of the finest leaf in Havana which the 1909 crop has produced. He had to pay a very stiff figure for same, but it cannot be beaten in quality, therefore, any manufacturer who should buy this class of tobacco is bound to make a reputation for an A-1 Havana cigar in every respect.

Other sellers were: Gonzalez & Benitez (354 bales), Rodriguez, Menendez & Co. (252 bales), Herrera Calmet & Co. (247), Planas & Co. (242), and Puente, Granda & Co. (200 bales).

Receipts of tobacco from the country for the last two weeks ending January 15th, 1910, were:

3,330	bales	Vuelta Abajo
85	"	Semi Vuelta
140	"	Partido
784	"	Remedios
141	"	Santiago de Cuba
Total, 4,480	"	

Late Arrivals of Buyers:		
William Baeder,	of Wm. Baeder,	New York
N. E. Guedalia,	" Guedalia & Co.,	" "
David del Monte,	" David del Monte,	" "
M. Friedman,	" M. Friedman & Co.,	Chicago
Felix Eckerson,	" E. Eckerson & Co.,	Philadelphia
John N. Kolb,	" Theobald & Oppenheimer Co.,	"
William Yocum,	" Yocum Bros.,	Reading, Pa.
Ernest Ellinger,	" Ernest Ellinger & Co.,	New York

Tampa's Lead as Clear Havana Centre.

Edward R. Singleton, representative and traveler for Cuesta, Rey & Co., throughout the Middle West territory north of Kentucky, while in Tampa a few days since, obtained some valuable and interesting figures on the production of clear Havana cigars in Greater Tampa, which he has forwarded to THE TOBACCO WORLD:

The island of Cuba produced in 1909	160,000,000
The island of Key West produced in 1909	70,000,000
A total of	230,000,000
Greater Tampa produced in 1909	276,000,000

It will be seen by the above that Greater Tampa produced 46,000,000 more clear Havana cigars than the islands of Cuba and Key West combined, thus undoubtedly, making it the largest manufacturing centre of these goods in the world.

The Mid-West Cigar Company have been incorporated at Omaha with $5,000 capital by L. Zurmuehler, A. G. Jagger, John D. C. Busch, Donald Macrea, F. F. Seybert, C. Hand, Charles D. Rosenbury, G. A. Gribble and Fred Johnson.

A READER IN A CIGAR FACTORY IN CUBA

Every large cigar factory employs a professional reader, who reads from books or newspapers selected by the workers, to hold their attention on the work and prevent conversation or argument between the operatives. He sits on a raised platform above the heads of his hearers, centrally located in the room, where all may hear him.

KEY WEST KLIPS

Key West, January 27th.

IN nearly all instances full operations have been resumed in the cigar manufacturing establishments of this city. Much comment is still circulated concerning the encouraging showing made during 1909, notwithstanding the serious drawbacks caused by the storms in October last, which completely destroyed several of the larger factories and propositions at present indicate that 1910 will show as good, if not better returns than 1909 did.

The various salesmen of nearly all the factories are now in their respective territories and some large-sized orders are already coming in. The reports almost invariably indicate very satisfactory demands for Key West cigars.

Fully 500 hands are given employment at the E. H. Gato factory, and the Ferdinand Hirsch Company has also resumed operations and is increasing its forces steadily. Several hundred employees are now engaged at the Havana-American Company factory and they are also making a steady increase in their forces.

The Cortez Cigar Company was among the later ones to reopen, but the factory is now operated with a full complement of hands.

The R. Fernandez Cigar Company did not close at all during the holidays, but continued steadily at work with a full force.

The members of a local improvement association have been making plans for the rebuilding of cigar factories which were destroyed during the storms last fall and plans and specifications are being drawn for the rebuilding of the factories. In fact, the foundations of some factories are now ready, while in others there will be some material changes made.

It is highly encouraging to this city that all the factories destroyed are to remain in Key West, notwithstanding that some manufacturers had received tempting offers from other cities.

During a recent visit of Senor Jose De Armas, a Havana leaf tobacco dealer, to this city, he was a guest of E. H. Cato, Sr. A banquet was tendered him which was attended by the members of the firm and managers of several of the more important departments.

Jerome Waller, a member of the firm of Jos. S. Gans & Co., of New York, was a recent visitor in Key West, where he has a number of intimate friends.

The E. H. Gato Cigar Company have booked some good-sized orders for future delivery as a result of the recent visit of Arthur Bachman of the well-known San Francisco distributing house of S. Bachman & Co., of San Francisco.

Ware-Kramer Suit Postponed.

RALEIGH, N. C., January 21st.—The suit of the Ware-Kramer Company vs. The American Tobacco Company and the Wells, Whitehead Tobacco Company on the ground of conspiracy to destroy the Ware-Kramer business by methods alleged to be usually employed by the Trusts in killing competition, has been postponed for trial until the May term of court. One of the principal reasons for continuing the case was the death of the mother of Col. J. C. L. Harris, counsel for the defendants.

Lawson Off to Stump for Burley.

Financier Outlines His Plans for Forming the People's Trust.

BOSTON, MASS., January 22nd.—Before starting for Kentucky to resume his negotiations with the Burley Tobacco Society for the formation of a $50,000,000 People's Tobacco Trust, Thomas W. Lawson to-day gave out a characteristic statement outlining his plans as follows:

"There will be no necessity for the stock to carry voting power, because the People's Trust will be controlled and managed by a board of twenty-one public-spirited Kentuckians, a board similar to the savings bank boards of Massachusetts.

"The trustees will receive no salary and their entire duties will be the selection of a board of tobacco expert managers who will receive better salaries than the tobacco trust can afford to pay them.

"The stock of the People's Trust will pay 6 per cent. annually, no more, no less, as all earnings over 6 per cent. will be returned to the people in the form of reduced prices on the goods they consume.

"This stock will show on its face that it is absolutely safe, from the fact that all the capital paid in goes first into the hands of the board of twenty-one public officials, serving as a matter of honor. Next, that it is only paid out to the growers for the raw material and for factories and machinery at bedrock prices.

"Second.—An institution which will be owned by all the people.

"The People's Tobacco Trust stock, for the reasons above given, will be gobbled up by the tobacco laborers and tobacco consumers.

"After laying the above plans before the Burley Society and they admitting their soundness, I said to them that I would take command of their organization and of all affairs connected therewith free of all charges, and that as soon as the institution had matured to the place where they could dispense with my services I would cease any connection with it.

"In this connection I will go to Kentucky and for the first sixty days address thirty monster meetings to be held throughout the State. So confident am I of the People's Trust stock that I will head the stockholders' list for whatever amount the board of governors care to allot me, paying the same as all other stockholders, 100 cents on the dollar."

Lawson to Manufacture, Too.

LEXINGTON, KY., January 28.—Tobacco interests of this state are awaiting further developments of the scheme of Thomas W. Lawson, of Boston, whereby he proposes to buy up and control the Burley tobacco output. It has been learned subsequent to Mr. Lawson's visit here, early in January, that he not only intended to buy all the leaf, but of his entrance into the manufacture of tobacco products in competition to the trusts.

Mr. Lawson plans to form what he calls a People's Trust, enlisting the financial support and backing of the growers and public at large. He proposes to capitalize the new arrangement at $50,000,000.

Bradley Sanders, cigar dealer at Peoria, Ill., has gone to the Pacific Coast for the winter.

The Robards Tobacco Company, Mayfield, Ky., has sold their big tobacco plant to A. B. Jargis, of Anderson. Mr. Jargis will establish a steaming plant in the building.

At the annual meeting of the stockholders of the Cambridge Cigar Mfg. Co., Southbridge, Mass., Alexander L. De Saulniers was elected president; P. S. Caron, vice-president, and Edward D. Desrosiers, treasurer. Reports show the company to be in a flourishing condition and the dividend of 2½ per cent. was declared from the earnings, which is considered to be a good showing for the company's first year's existence.

TAMPA TIPS

Tampa, January 27th.

SHIPMENTS of cigars from Tampa are indicative of a prosperous era. It is hoped that the total of these shipments during the month of January will reach the 20,000,000 mark, an increase of several millions over the same period of last year.

Considerable leaf tobacco has been withdrawn from the bonded warehouses, showing that the manufacturers are consuming raw material at a rapid rate. This is but another conclusive evidence of a prosperous outlook for the manufacturers here.

John H. Boltz, of the well-known cigar manufacturing firm of Boltz, Clymer & Co., of Philadelphia, and who was accompanied by his son upon a recent visit to this city, made arrangements for the opening of a factory here to make clear Havana goods. Pending the completion of an immense new factory building which has been contracted for, operations have begun in temporary quarters.

It is announced that although traveling salesmen were a little later than usual in leaving for their accustomed territories, the orders are now beginning to arrive in goodly numbers while mail orders are also coming in with more than good force. In fact, the field looks so encouraging at the present time that many of the manufacturers expect to arrange shortly for operations on a larger scale.

The Panama Canal celebration, which is to take place in Tampa on February 12-26, 1910, to commemorate the progress of work on the great canal across the Isthmus of Panama, is expected to boom Tampa interests and an invitation has been extended to President Taft to participate in the celebration. Should this invitation be accepted it will undoubtedly bring a tremendous influx of people to this city during the celebration period and may prove of great benefit to our local merchants.

Harry N. Goldsmith, who is connected with the El Provedo cigar factory as well as a member of Goldsmith & Arndt, cigar distributors at Philadelphia, handling the lines of the El Provedo factory, was a recent visitor to the Tampa factory. It was really his first time since the factory was removed to Tampa from Jacksonville, and he declared himself as highly pleased with the new factory. He also reported that business was steadily increasing both at the factory and with the Philadelphia branch.

José Lovera, of the José Lovera Company, has just returned to Tampa after a few weeks' visit to the New York office headquarters. Factory operations have been going on with full hands ever since the holidays and some heavy shipments were made during the past month.

Jerome Regensburg, of E. Regensburg & Sons, has returned to Tampa after a short visit in New York. It is expected that the firm will take possession of their new factory about April 1st.

Corral, Wodiska & Co. have secured the services of William Lenieaweaver as their factory representative on the Pacific Coast and some encouraging business has already been received from him.

The American Sumatra Company's Progress.

News comes from Florida of further progress in consolidating the Sumatra interests of that section into a company, known as the American Sumatra Company. This was exclusively told of in the last issue of THE TOBACCO WORLD, through Col. D. W. Rountree, of the Atlanta Bar. The corporation is meant to include the principal tobacco dealers and growers in Georgia and Florida tobacco, and their operations would include growing, handling and dealing in Southern cigar leaf. The firms were reported as passing their business into the hands of the combination of the Florida Tobacco Company, Schroeder & Arguimbau, A. Cohn & Co., Lichenstein Florida Tobacco Company, Wm. Taussig & Co., each having a New York office. Also Wedeles Bros. and Krause McFarlane Co., of Chicago.

The official board begins with A. Cohn, president; D. A. Shaw, vice-president and manager, of the tobacco-growing branch; Frank Arguimbau, sales manager and treasurer. He will be assisted in sales by L. A. Cohn, of A. Cohn & Co. As is evident, the executive officers and members of the firms are most prominent in the organization of the American Sumatra Company. The charter provides for an issuance of $6,000,000 in stock securities, to be largely owned by those who have put their plans into the scheme.

The new corporation has distinct objects in view, and from a geographical standpoint the company should grow an important one and accomplish many highly desirable results. These will include the regulation of the tobacco acreage, its quality and quantity of yield, also the standardization of the output of that particular section. Uniformity in samples, and the latest and best methods of packing will have special consideration. Altogether the object and purpose of the A. S. T. Co. are such as to command respect.

Japanese to Make Cigarettes.

To combat the invasion of Manchuria by foreign-made cigarettes, the Japanese Government contemplates the establishment of a factory to be controlled exclusively by the Japanese. A building 500 x 240 feet is being erected and machinery being imported from Japan. Two hundred skilled Japanese cigarette makers and two hundred and fifty Chinese boys will be employed. The latter labor can be obtained at the rate of three cents a day. Only imported tobacco will be used, principally Japanese. This effort marks the determination of the Japanese to have a share of the Manchurian trade, which has so long been monopolized by the British-American Tobacco Company under the name of the British Cigarette Company, who have for years been making cheap cigarettes at Kootang, Shanghai.

Tobacco "In Eskimo Land."

The U. S. Tobacco Company has issued an attractive booklet under the title of "In Eskimo Land." The booklet is meant to exploit, and does so very attractively, the "North Pole" brand of smoking and chewing tobacco. It publishes an interesting letter from Commander Robt. Peary, discoverer of the real North Pole, in which he attests the enjoyment which he and his crew derived from using North Pole tobacco on their expedition. The booklet is written chiefly in the first person under the *nom de plume* of "Bud Warner," and presents some interesting side lights on the Eskimo and his habits.

The report that the American Tobacco Company, or one of its affiliated concerns was to absorb the cigar manufacturing business of Roger D. Sullivan at Manchester, N. H., is denied positively by Mr. Sullivan.

Pacific Coast Pointers.

Trade Quiet—Visitors Numerous—Shortage of Garcia Goods.

San Francisco, Jan. 24.

THE best phase of the wholesale cigar business on the Pacific Coast at present is the trade in the smaller towns. The traveling men have now been out long enough to show something in the way of results. The rush of stock-taking is over, and orders are coming in rather better than was expected for the first month of the year. Retailers in the smaller towns of the Coast are in a strong position financially, and are counting on a very prosperous year. Traveling men find indications of prosperity wherever they go, the damage done by the severe weather being little as compared with the benefit of the heavy rains, with cold spells at just the right times.

In the city things are quiet—more so, perhaps, than a week or two ago. Disagreeable weather is partly to blame, but no rush is ever expected at this season, so there is no disappointment. The retailers made good money during the fall, and can afford to wait a while for things to pick up.

The San Francisco Retailers' Association is now agitating an important move intended to provide more effective measures against price-cutting on cigars. It is proposed that the jobbers mark prices on the bottoms of the boxes, as they have done for some time in some parts of the Coast territory. E. W. Briggs, President of the association, has approached many of the local jobbers with this proposition, receiving various answers, but in general he regards the attitude as encouraging. A meeting is to be held next month, at which the jobbers will be present, and at that time it is expected that some definite action will be taken on this matter.

The benefits derived by the association in San Francisco have become apparent to the dealers in Oakland, and the matter of forming an organization for similar purposes is being seriously considered in that city. I. Mendelson, a leading retailer of Oakland, is trying to get the dealers together, and has asked F. J. Chase, Secretary of the San Francisco Association, to address the preliminary meeting. It is generally realized that this movement is bound to result in good to the trade, and while there is always some difficulty in getting the retailers together on any proposition, there is a fair chance that the movement will spread to all parts of the Coast.

Rinaldo & Beebe report a shortage of Garcia goods. They are getting in some very heavy shipments of the Bingo brand of the American & West Indies Sales Company, their 5-cent line, but practically all arrivals are needed to fill orders taken in the interior of the State. Mr. Beebe, of this company, will leave early next month for the northern territory.

The El Benedicto cigar, recently started on the market by T. J. Dunn & Co. of New York, is being handled here by Tillman & Bendel, who have just received a large shipment and are placing them among their customers.

Emil Judell, of H. L. Judell & Co., has just returned from a trip north. This company has made a fine start with the Elisardo line this year, and has been short of stock for the last two weeks.

H. L. Judell and Alfred Esberg, of M. A. Gunst & Co., were in Los Angeles recently to see the aviation meet, on an excursion given by the San Francisco Chamber of Commerce.

E. M. Elam, who recently returned from Manila, is now visiting the factory of I. Lewis & Co., at Newark, N. J., whom he represents on the Pacific Coast.

D. Rinaldo, of H. Rinaldo & Co., is now calling on the southern trade. In view of his great success with the new Bull Head 5-cent line in the north, he expects to get some fine business on his present trip, as sales in the south run more to moderate-priced goods than elsewhere in the State. Orders for the La Venga line are now arriving in better shape, and the company expects to see the last of the quiet season by the end of the month.

W. H. Wolf, of Castle Bros.-Wolf & Sons, the Manila importers, is calling on the trade in Chicago, and will go on to New York as soon as possible.

Most of the goods which have so far come in from Manila have been considerably below the highest standard of the Islands in quality, and according to latest advices from Manila an effort is being made to prevent the further shipment of the cheaper lines. Such goods, it is said, are needed on the Islands and in other Oriental trade, while the continued sale of inferior stock cannot fail to injure the business in this country.

Milton Esberg, of M. A. Gunst & Co., is expected back from the Philippines in about six weeks.

Gabe M. Cohn, of the American-Manila Cigar Company, is calling on the northern trade.

J. F. Stoltz, Coast representative of A. Santaella & Co., of Chicago, will be in Los Angeles for the next week or two.

A. M. Kohlberg, of Kohlberg & Co., the local leaf tobacco house, has started on his northern trip, and Paul Leonhart is in the southern part of the state.

Hetzel & Scholke have started a small cigar factory at 21st and Mission streets, San Francisco.

Arthur Meyer, Pacific Coast representative of Bustillo Bros. & Diaz, is now in Salt Lake City, where he will meet Jose Diaz, who is coming here from the factory for a short visit.

I. Danziger, a local cigar broker, is expecting a visit from Sam Wertheimer, of Wertheimer Bros., Baltimore, before the end of the month.

John H. Boltz, of Boltz, Clymer & Co., Philadelphia, is expected here early next month.

G. W. Whitaker, manager of the John Bollman Company, has just returned from New York.

T. J. De Vitt, Coast agent for Philip Morris & Co., New York cigarette manufacturers, is calling on the southern trade. He has made arrangements with a well-known local window decorator to look after the displays of his goods at the various local stands during the present year.

Harry Bercovich, agent for the Martinez-Havana Company, has just returned from the Sacramento Valley.

Arthur Bachman, President of S. Bachman & Co., is visiting his connections in the east.

E. Frank, who has been with S. Bachman & Co. for many years, is starting in the wholesale business for himself in Los Angeles. He will make his leaders the old Bachman brands, the Gato clear Havana and Pennant 5-cent cigar.

The Coast Cigar Company, of Los Angeles, Cal., lately leased a store 12 by 50 feet at No. 545 S. Spring street. Although a small place, the consideration is $10,800 for four and a half years.

H. S. ALLEN.

To Raise Tobacco for Convicts.

Major Jonas, of Aberdeen, one of the most conservative and practical among the men who make up the bright coterie of the Mississippi press circle, continues to urge upon the penitentiary authorities the practicability of tobacco growing for the use of the state convicts. He is not opposed to the unfortunates who serve the state as artisans and raisers of profitable crops being furnished with the weed, but insists that it would be to the interest of the state and save thousands of dollars for the trustees to begin the systematic cultivation of tobacco to be so distributed.

Cream City Items.

Local Happenings of Interest.

Milwaukee, Jan. 28.

WEATHER conditions are favorable, and business among the local retailers has been good during the month. Wholesalers also report business good and collections fairly so.

Steve Surman & Co. are featuring five and six-cent goods this week; their jobbing business is improving and retail sales good.

The Wells Building store of Fay Lewis & Bro. Co. is doing a large business. The "Savarona" brand of the Cayuy Caguas Company, New York, is being featured, with Pure Gold tobacco.

The Pabst Building store report a good business; a window has been devoted to the Henry George for the past week. The wholesale department is now domiciled in the new building erected especially for them. This building is one of the best equipped in this section of the country, not only for the transaction of business, but for the care of the stock as well.

Floyd Byron, clerk and window trimmer with the Fay Lewis forces, has resigned.

Paul Bryant, former manager of the Fifth and Grand avenues store, has resigned and is now with Leo Abraham & Co., at 83 Wisconsin street.

Ralph Abraham, formerly at this store, has been transferred to the stock room.

Allanson is featuring the Webster this week and reports a very good business.

Achermann has incorporated his manufacturing business under the style of The Achermann Cigar Company. The capital is $15,000.

John R. Drake of the wholesale drug firm of Drake Bros., died a few days ago.

Col. Garcia, of Garcia y Vega, is calling on trade in the interests of the Rosa De Mayo factory.

Mr. Daily of the Pure Gold Tobacco Company is a business caller this week. This brand of tobacco is being featured at a number of places.

Isadore Lederer, of Calero & Co., is in the city. The sales of Rio Vistas has been quite good.

Mr. Hanauer, with Wm. Demuth & Co., will be here in a few days.

At Beaver Dam, Wis., the well-known firm of Hawley & Voreck burned out with a loss of $8,000. The insurance will amount to about $5,000.

Stephen Kadrich has engaged in the manufacture of cigars at Waukesha. At Fondulac, Wis., Bruederly & Halfmann have also established a cigar factory. The New Butler Cigar Company at this place are now well established in business and appear to be doing their share.

In the growing sections the weather has been good and many are now stripping their crops. The Portage warehouse has been opened during the past week, and all hands are busy.

To Improve Tobacco Cultivation.

WASHINGTON, February 1.—To carry on the investigation and improvement of methods of growing and producing tobacco, the item of $22,100 is set aside in the General Agriculture Appropriation Bill presented in the House of Representatives. Representative Stanley, of Kentucky, who is a member of this commission has been urging on Congress the adoption of this bill, which will enable the department to continue experiments and also to have its agents visit the tobacco growing sections and give the growers the results of their study. For the investigation of insects affecting tobacco and other crops, $47,000 is appropriated.

Receiver for Cincinnati Firm.

M. Bock & Co. Pushed By Creditors—Other Trade News.

Cincinnati, Jan. 27.

M. BOCK & CO. is in the hands of a receiver. Suit against the firm was filed last week by creditors in the United States Bankruptcy Court, and Prescott Smith was appointed receiver. Phil. Frieder of S. Frieder & Son was made appraiser. It is said that Bock had the privilege of making application for voluntary bankruptcy. The stock and fixtures of the concern are valued at $4,500 and the liabilities are said to be $1,500. The following claims are held against the company: Voige & Winter, $2,900; John W. Merriam & Co., $3,500; Gonzales & Sanchez, $2,000.

It was charged that Bock committed an act of bankruptcy by admitting, while insolvent, that he was unable to pay his debts. This admission, it is charged, was made in writing, in which Bock also stated his willingness to be adjudged a bankrupt. Bock claims that the chief cause of his failure was the raising of his rent for the store which he occupied on Fountain Square. He also operated stands in the First and Second National Bank Buildings, where he is said to have lost considerable money.

Business among the jobbers and retailers has been quiet during the past two weeks and the cold, damp weather which has prevailed does not promise enlivenment.

As successor to W. W. Bozman, located for the past several years on Walnut street, the Bozman Cigar Stores Company will be incorporated in the near future with a capitalization of $15,000. Bozman's factory on Main street is offered for sale, as this end of the business will be handled in the new store on Walnut street. Mrs. Sophia Bozman purchased the fixtures, stock and leasehold for $2,001 and has appointed her husband manager of the store.

A. Simon, local manager of the United Cigar Stores Company, has been transferred to Philadelphia and J. P. Shiels, his successor, has taken hold of the work.

Lee Bamberger, prominent cigar man, who died January 20, was buried Sunday, January 23, at the United Jewish Cemetery.

Gerson J. Brown, of the J. B. Moos Company, left Sunday night for a pleasure trip to New Orleans and up the Atlantic coast. The jaunt will find its termination at Atlantic City, where Mr. Brown will spend several weeks.

Among the salesmen in town last week were: Preston Herbert, of the Havana-American Company; Henry Morgenthau, of the Noble Cigar Company; L. Levi, of the William Demuth & Co.; Mr. Lesser, of the Enterprise Cigar Company; Perry Bland, of the Louis Martinez Company; E. A. Dunlap, of Arguellas, Lopes & Bro.; "Doc." Eastman, of the Falk Tobacco Company; A. Schapera and Henry Esperg, of M. Stachelberg & Co.

A branch factory of the Deisel-Weimer Company of Lima was opened at Sidney, O., last week, employing about 75 hands. It is said that more workmen will be needed shortly.

J. Stacey Hill, popular tobacco merchant of this city, was elected President of the A. G. Corre Hotel Company when that company was reorganized. Mr. Hill is a stockholder in this company, which owns the Gibson House. He stated yesterday that he will introduce a policy in the management of the hostelry, which will cater more largely to the traveling salesmen. Mr. C. A. Burkhardt, whom Mr. Hill succeeds as President, has been made manager of the Gibson House.

A United Store for Meriden, Conn.

The United Cigar Stores Company has leased the corner store in the Meriden House block, Meriden, Conn., and will open a metropolitan cigar store there about March 1st. The front is to be entirely remodeled, and when complete, the new structure will have two entrances. Attractive fixtures, a tiled floor and handsome display windows will be put in.

Prosperity in Detroit.

Big Dividend By Local Company—Manufacturing Association Active—Trade Notes.

Detroit, Jan. 27.

CIGAR manufacturers in various parts of the state report an increasing demand. The novelty of the holiday season has worn off and business has again assumed its normal bearing. This is the time for the winter's trade, and it is coming in in better shape than was expected earlier in the season. Prices have maintained a good level and promise to continue so through the remaining winter months and well into the spring.

Wholesalers also report a steady trade. The best demand is in five, ten and fifteen cent goods, but all brands are selling. Of course the local trade calls more for Detroit manufactured goods, yet, at the same time, other makes have not suffered. As explained by one dealer, Detroit is growing in importance as a commercial center and the trade in all lines is bound to increase in proportion.

The retail trade is good.

The Scotten-Dillon Company has declared its dividend for the second half of 1909. The regular 4 per cent. semi-annual rate was declared, and an extra 16 per cent., making the total for the year 40 per cent. The capitalization of the company is only $500,000, so the distribution is really not as large as might appear from the total figures. The distribution for 1909 amounts to $200,000. According to the corporation's report of last April, the Detroit stockholders who hold 1,000 or more shares of Scotten-Dillon stock are: Mary C. Scotten, 7,500 shares; Walter Scotten, 1,300; Henry Stephens, 7,306; M. W. Dillon, 3,100; Edwin C. Way, 2,620; George B. Fowler, 3,278; Alexander McPherson, 1,050; W. C. Burt, 1,000; M. E. Farr, 1,000; F. E. Driggs, 1,000; Charles A. Kent, 1,300, and F. M. Knott, 1,000. The par value is $10 per share.

There were no changes in the directorate of the company at the annual election held recently. Officers also remain the same. Reports rendered show the surplus fund now contains $771,670; of which more than $100,000 was added in from last year. The entire surplus fund was built up in the last four years.

Last summer the Wholesalers and Manufacturers' Association, in which a number of Detroit tobacco men are interested, originated a vignette, which represents Detroit as the "Commercial Hub of the Middle West." It represents a wheel, with Detroit as the hub, and the spokes the various routes and the time of transit of goods, shipped to various states in the Union. The association now gives permission to use this allegorical figure on the backs of envelopes as an advertisement for the city's business interests.

John N. Bagley, of the John J. Bagley Co., Detroit tobacco manufacturers, is a political force in Detroit and Michigan. He will assume duties of an advisory nature in the coming Senatorial campaign, when Senator Burrows will make a bid for re-election.

Martin Soloman, well known in Kalamazoo, and who has cast his fortunes in Chicago, has written Michigan relatives that he has given up his position as traveling salesman with Wedeles Bros., leaf tobacco dealers, and has accepted a position as city salesman with Charles Regal, who is in the same business. Mr. Soloman will cover Michigan as heretofore.

Fire, from a defective chimney, recently partly destroyed the building occupied by Burmeister's cigar factory, in Oxford. Loss, $500, covered by insurance.

A consignment of 1,000 cigars were recently stolen from the freight yards in Pinconning. They turned up in Gladwin and the Sherlock Holmes who discovered them shipped them back to Salate & Aicham, Pinconning merchants.

Increase in Tobacco Exports and Imports.

Latest Statistics Show Growth in Spite of Falling Off in Other Products.

IN an interesting statistical resume issued by the Bureau of Statistics of the Department of Commerce and Labor, the exportations of leaf tobacco from the United States during the month of December, 1909, are placed at $3,000,000, as against exports of $2,200,000 for the same month in the year 1908. The total exports of leaf tobacco for the year 1909 are given at $36,700,000, as against $32,500,000 for the year 1908.

These statistics are doubly interesting when it is known that in nearly every industry, exportations have fallen far below the 1908 record.

From 75 to 80 per cent. of the exports of cigars, cigarettes and plug tobacco are shipped abroad from the port of New York.

Forty per cent. of the exports of American cigarettes have gone to China and 50 per cent. to the British East Indies. Australia has taken one-third of American exports of plug tobacco and Great Britain 20 per cent.

While there has been a falling off in exports of tobacco manufacturers, the last half of 1909 showed a revival of this business, the totals for the calendar year 1909 amounting to $5,200,000, with prospect of the fiscal year ending June 30 next breaking all records.

America also draws big supplies of tobacco, cigars and cigarettes from foreign countries, 55 per cent. of the imported leaf tobacco and 70 per cent. of the imported cigars and cigarettes coming to the New York port.

Turning to the imports for 1909 the statistics of the Bureau show that the importations of leaf tobacco during December, 1908, were $1,800,000; during the same month in 1909 $2,400,000, or an increase of $600,000. The total imports for the year 1909 were $25,900,000, as against $24,500,000 for the year 1908, showing an increase for the year in leaf tobacco of $1,400,000.

Over 65 per cent. of the imported tobacco now comes from Cuba, and these importations increased 8,500,000 pounds in 1909, while imports of leaf tobacco from most of the other countries fell off.

In cigars and cigarettes the approximate importations for the month of December, 1909, are placed at $400,000 each, while the total imports for the year 1908 of cigars and cigarettes are $3,300,000, as against $4,000,000 for 1909.

About 98 per cent. of the imported cigars and cigarettes come from Cuba. The decrease, in the face of the increasing consumption, is due to the development of the business of manufacturing in America cigars from Cuban tobacco.

New Retailers' Association Formed.

The newly organized Brockton (Massachusetts) Retail Cigar and Tobacco Dealers' Association is showing evidence of some active work in the near future, and for which they are making all possible preparations.

Those prominently interested in the movement are J. L. Willet, who was chairman of the organization committee, and representatives of C. R. Hillberg & Co., I. J. Hanson, John W. Arvidson, Geo. W. Shaw, and T. A. Duprey & Co., who met recently and drew up a constitution and by-laws which was subsequently submitted to a meeting of the association and were approved. It has also been agreed by this association that designs for "fair store" cards should be prepared and after being submitted and accepted by the association, they are to be exhibited in the stores of the members of the association. The cards will also be submitted to the Central Labor Union at its next meeting for the endorsement of that body.

Lancaster Factories Busy.

Lancaster, Pa., January 28th.

THE trade generally in this city is in a good humor. Business appears to have opened rather briskly and they naturally feel encouraged. It has been noticed that many of the manufacturers are increasing their force which is indeed an indication of healthful conditions.

The new owners of the Imperial Cigar Company have taken possession of a building on West Chestnut street, formerly occupied by the J. L. Metzger Leaf Tobacco Company, and business is commencing with them in good shape since their purchase of it. The Metzger people have secured another building, also on Chestnut street, near Market, and are now very comfortably domiciled in it.

After some hurried repairs made to the building occupied by Ziegler Bros., on Market street, operations have been resumed in their manufacturing department. They had sustained a rather severe damage by a fire which occurred in the Kindig House stables, adjoining their premises. The losses, it is stated, have been adjusted.

Isaac Stirk, a factory leaf tobacco dealer, of this city, lately retired from business, left a short time ago upon a prolonged trip to Florida. Mr. Stirk is probably one of the most widely known men in the leaf tobacco trade here, and his many friends are wishing him much benefit from the trip.

During the past week operations were commenced at the New Kinports factory, at Lititz, and which it is expected will become one of the largest factories in this progressive little town.

Geo. M. Wechter, an enterprising cigar box manufacturer at Akron, accompanied by C. F. Steiner, of The Krull Cigar Company, of the same place, were interested visitors at the Automobile Show, in Philadelphia, recently. The cigar trade at Akron is said to be slightly improving, and that about every cigarmaker there is employed.

Mr. S. N. Wolf, of the cigar manufacturing firm of Wolf & Hackman, is away on a three weeks' trip to the West, where they have a large patronage.

Mr. A. J. Hinsey, manufacturer of tobacco and cigars, has been traveling through the coal regions in Pennsylvania offering his product.

We observe that a goodly number of factories throughout the country are advertising for more hands, and that nearly all of them are working on full time.

John McLaughlin & Co., of this city, who have the distributing agency of the "Counsellor" cigar, made by Allen R. Cressman's Sons, Philadelphia, have been doing some good work on that brand in this section. They say that they are having duplicate orders coming in encouragingly fast, and are satisfied that the line will have a large and permanent trade.

Quite a number of salesmen have recently been visiting Lancaster. Among them were Charlie Horwitz, with John H. Goetze Co., of New York; I. N. Jacoby, with Meyer & Mendelsohn, of New York; Tom Wheeler, now with G. Falk & Bro., of New York; Edward I. Alexander, of Joseph S. Gans & Co., New York, and Steve Friend, of Friend & Co., New York.

John F. Schupp, representing Joseph S. Gans & Co., in seed leaf tobacco, and M. F. Schneider, Sumatra importer, of New York, has recently returned from a trip to Philadelphia and other points, during which he booked some very substantial orders for leaf and is highly pleased with the result of his work.

The funeral of Hon. J. A. Stober, State Treasurer-Elect, and who has also been prominent for many years in the tobacco trade in Lancaster County, took place from his home at Schoeneck, and a large concourse of friends and neighbors attended.

A. D. KILLHEFFER, MILLERSVILLE, PA.

A Modern Cigar Factory at Millersville.

Story of the Rise and Growth of A. D. Killheffer's Enterprise.

THAT activity and progressiveness count for something is evidenced by the cigar manufacturers of Pennsylvania. In no section of the state is this, perhaps, more fully exemplified than among the manufacturers in Lancaster County, where magnificent modern structures now stand as lasting monuments to their zeal. To be sure, all men have not been successful, but that district perhaps contains a larger number of successful manufacturers than others twice as large in area.

In reviewing the rise and progress of the various establishments in that section one cannot overlook the Eureka cigar factory, operated by A. D. Killheffer, at Millersville. Mr. Killheffer, so the story is related by him, actually began the manufacture of cigars 26 years ago with a capital of $10 and a good name. While funds were lacking, energy was plentiful and that, apparently, was his chief asset. At any rate, operations were begun in an old building about 22 x 24 feet in dimensions and by dint of his own energy, the volume of his business has increased each succeeding year and has now reached thousands of dollars annually.

Naturally, increased facilities were required from time to time, and he now occupies a factory 60 x 80 feet, three stories high, and a commodious basement, which affords working rooms for from 75 to 100 hands, and an actual shut-down of this factory is almost unknown. Recently, there was erected a leaf storage house, 40 x 60 feet, in which are stored vast supplies of raw material. This, Mr. Killheffer explains, is a very important factor with him, because he sells his product direct from the factory, has never employed a salesman and succeeds in doing so by being able to meet the competition of other manufacturers. Locally, Mr. Killheffer is recognized as an expert judge of tobaccos.

During these years of operation, Mr. Killheffer has placed upon the market a number of brands of five and ten-cent goods which have become widely popular. His personal attention is always directed to his manufacturing department, and having satisfied himself that the quality of the brands he offers is of the highest standard, he enters into a thorough exploitation by means of every available form of advertising.

In the nearby territory, Mr. Killheffer visits his trade at certain intervals and is given the implicit confidence of all of his many patrons. His success has been self-acquired and is certainly deserved.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

"Breakers" in the West.

"We are never too old to learn," said Charles Fox, of the Havana leaf importing house of F. Miranda, last week upon his return from a business-getting trip through the West. "While I was in Cincinnati on my last trip," Mr. Wolf continued, "I met several men who said they were going down to the breakers.

"As I did not know that the Atlantic Ocean or any other old ocean rolled upon the shores of Cincinnati, I could not quite figure out how they could have breakers, so I inquired of my scout what he meant. 'Breakers!' he said, 'don't you know what breakers are? They are the tobacco warehouses.' 'And why are they called breakers?' I asked him. 'Well, that is a trade term,' explained my good friend, 'by which the tobacco houses are called, because hogsheads of tobacco are broken open there, and hence the name 'breakers.' I also learned that that class of workmen which we know in the East as 'bunch-makers' are called 'bunch-breakers' in Cincinnati. It was a new one on me."

Cigar Men To Fight Blue Laws.

Members of the Cigar Manufacturers and Dealers' League of New York recently received circulars asking them to follow closely the measures for local option and prohibition which were being introduced in the State Legislature. They are asked to co-operate in preventing the enforcement of the blue laws.

In their "Quarterly Helps" bulletin for January, L. P. Sutter & Bros. offer an attractive lot of leaf goods. One of the special offerings is a batch of Florida and Georgia Sumatra which, they state, was bought at forced sale, and they are closing up at bargain prices. The motto of this house, "No trash at any price," has evidently caught the eye of the trade.

Mr. Lucey's Views on the New Tax.

Upon his return from a business trip to England, Mr. F. S. Lucey, secretary of Philip Morris & Co., cigarette manufacturers, stated that the trade conditions which he found abroad were much affected by the increased tax on tobacco. Mr. Lucey, like other prominent men in touch with the British trade, believes that this branch of the industry is too often subject to the whims of odious legislation and that the constant changes cannot but help demoralize business.

Cigar Jobbers Celebrate Anniversary.

Marking the tenth anniversary of their business in Jamestown, N. Y., Tinkham Bros., cigar jobbers, entertained their traveling salesmen at dinner in the Humphrey House, that city, last month. Since the establishment of this business it has grown from one salesman to thirteen men, including the members of the firm, and the volume of business has increased from $60,000 to $400,000 annually.

Fernandez to Push Manilas.

An important step in the career of the well-known Havana cigar manufacturing firm of Carlos Fernandez & Co. has been made by their branching out into the Manila cigar business on a large scale. They have just established themselves at Manila and San Francisco and will handle the business with alert men on the ground, as well as through their sales office at 42 E. 23rd St., New York. The first importation embraced 1,000,000 Manilas in all sizes and grades. Charles Jacobs, of the firm, will devote his time specially to exploiting Manila goods.

Sidney J. Freeman, well-known cigar broker of this city, who has for some time had his headquarters at 116 Cherry street, has removed to much more commodious offices at 123 Liberty street, and where he will be glad to see all his old friends.

With a view to mapping out a campaign for the present year Henry Kellar, factory manager for Philip Morris & Co., of Montreal, Canada, was in New York last week conferring with Secretary F. S. Lucey. Alex. Herbert, vice-president of this firm, who has been in St. Louis on his way East, will stop off at Pittsburgh before reaching New York.

A new store will be added to the chain of David A. Schulte by the opening of a branch at 409 Fulton street, Brooklyn, N. Y.

Durlach Bros., manufacturers of Porto Rico cigars, have just consummated the lease of the northwest corner of Water street and Burling Slip, New York. They intend to occupy the ground floor for offices and use the upper floors and basement as warerooms and shipping offices.

Manager Jockel, of the American-West Indies Trading Company and the American & West Indies Sales Company, reports that business for January is most encouraging. The salesmen of this house are now on the road covering the country thoroughly.

The Adams Cigar Mfg. Co. who were formerly located at 147 West 145th street, New York, are now nicely located in a new factory at 215 West 145th street. The Adams Co. are putting two new brands of cigars on the market, which they are calling Josada and Smada.

J. D. Manton, of the Manton-Govern Company, Porto Rico cigar manufacturers, is visiting the company's factories in Porto Rico, where they contemplate some extensive improvements.

Charles Landau, sole selling agent in the United States for H. Upmann, is in Cuba visiting the factory. He expects to return to New York early in February.

Trade News of New York

Mr. Klein, of the Yankee Cigar Box Company, Brooklyn, expects to return to the factory within the next few weeks.

John D. West has purchased the White Indian Cigar Store formerly conducted by Benj. J. Dykeman, at Poughkeepsie, N. Y.

The United Cigar Stores Company have leased the store at 3707 Broadway, New York, in the new building at 157th street from L. J. Phillips & Co. for a term of years.

F. R. Hoisington, of the Cayay-Caguas Company, is in the West on a business trip in the interests of his house. He expects to return to New York about February 10th.

S. P. Coe, manager of the cigar department of Acker, Merrall & Condit Co., is on a four weeks' trip through Key West, Tampa and Cuba making his annual purchases and also on a little pleasure jaunt.

Always alive to the advantages of high-class advertising, Philip Morris & Co. are putting out a beautiful sign consisting of a heavy plate glass with beveled edges and sunken letters illuminated with gold. The new sign is very attractive.

S. M. Frank, of S. M. Frank & Co., pipe manufacturers, New York, visited the trade in Philadelphia January 25th. The Frank concern is bringing out a new pipe, which, they believe, will be a big seller.

M. W. Berriman, of Berriman Bros., left New York January 14th for a visit to the main offices of this company at Chicago. Mr. E. C. Berriman, of the Chicago office, is now on the Pacific Coast and expects to return about the middle of February.

A. Santaella, of the A. Santaella Company, makers of the well-known Optimo cigars, expects to leave New York February 1st for a trip among the Western jobbers. Optimo goods are selling fast through the West and the factory at Tampa has been exceedingly busy for the past three months.

Walter E. Luce, traveling salesman for the Presque Isle Cigar Company, Me., contemplates entering the political arena as a candidate for the Registrar of Deeds in Penobscot County, Me. Mr. Luce is popular among all classes of people, especially among the cigar trade, with which he has been associated for many years.

Thomas Gato, secretary of the E. H. Gato Cigar Company, has returned to the factory at Key West, Fla., after an extended visit to the New York offices, 203 West Broadway. Mr. Lemlein, manager of the New York branch, states that Gato goods are selling freely and that orders have been booked which will keep their factory running steadily for some time.

Manager Levy, of the E. & W. Cigar Company, one of Brooklyn's youngest and most thriving factories, reports that the business in their new nickel cigar, "John Bull," has been phenomenal and that if the orders continue pouring in as they have since the first of the year, they will be sold up for many months to come. This concern is also making a varied line of clear Havana goods.

J. B. Goldberg, New York representative of the Chicago Commercial and Specialty Company, has been on the jump since the first of the year pushing the sale of the Aztec clay cigar moisteners. Since the introduction of this specialty Mr. Goldberg has had some very encouraging orders in the East, and a notable fact is that once introduced, the Aztec moisteners bring repeat orders, showing that they have made good.

An involuntary petition of bankruptcy was filed on January 28th against the Simplex Packing Machine Company, of New York, who have been in business here since September, 1908. This concern were manufacturers of cigarette rolling machines, with headquarters at No. 26 Stone street; their main offices were in Baltimore and the company chartered under the laws of Maryland. The business seems not to have proved a success, and they owe some $15,000 to $16,000.

MR. B. J. COHON

B. J. Cohon, better known as "Jack" Cohon, has succeeded Julius Schwartz as head of the sign-writing and window trimming department of the United Cigar Stores Co. Mr. Cohon is one of the best-known men in the United organization, having entered the service of the corporation in 1903 as general window trimmer. Later he was put in charge of the windows in the Flatiron Building in New York, where he had a fertile field for his original ideas in decorating the immense expanse of plate glass. His window decorations have been a feature of this store and attracted much attention. From this store he was appointed the district inspector of window trimmers in charge of the hundred stores in New York. His latest advancement is another recognition of his genius and ability.

Judge Hand named F. W. Hanberg as receiver for the business of Herman Kaplan, but a small cigar manufacturer at No. 3 Burlin Slip. The liabilities are in the neighborhood of $3,000, assets $500.

Mr. McKittrick, of M. Mellachrino & Company, cigarette manufacturers, has been absent from New York for four or five days past, on a quick trip to Richmond, Va. He returned to his office on Monday, the 31st ult.

Handlers of tobacco specialties and supplies were much interested on a visit to Bubec & Guerrin, whose factories are located at 156 West 18th street. This factory for a number of years has been a leader in the manufacture of humidors, cigar cases, cabinets and supplies of this character. The year of 1909, they tell us, showed 100 per cent. increase in business over any other twelve months, and they are to-day rushed to their fullest extent to fill orders. The house has recently brought out two beautiful new cigar cabinets in the form of a small house safe; they are finished in dark wood, highly polished and form a most attractive bit of furniture for a club room or large smoking room, where it is desirable to keep cigars in proper condition.

Paul Condax, sales manager of E. A. Condax & Co., says that their business for the new year is opening up in a most approved style, and that on all grades a steady and consistent improvement in demand is noted. This firm has been especially successful with their grade of very mild cigarettes, which are packed in a unique box, the design embodying a great reproduction of an antique Persian rug, the original of which belongs to the firm. They expect to bring out another grade of goods and will utilize a very attractive box in the packing of these which will consist of the copy of a Royal Bokhara rug. The house of Condax has been noted since its start in business for a distinct originality in all that it does, and their goods today hold a most enviable position in the market.

Creditors Appoint Trustee for Leopold Loeb & Co.

THE announcement of the agreement of creditors of Leopold Loeb & Co., Sumatra importers and dealers in leaf tobacco in Philadelphia, which was made on January 26th, came as an aftermath to the appointment of a trustee for the Loeb-Nunez Havana Company a few days previous.

Sidney Labe, of Benj. Labe & Sons, of this city, who was appointed trustee for the Loeb-Nunez Havana Co., has also been appointed trustee for Leopold Loeb & Co.

Jacob Labe, brother of Sidney Labe, immediately proceeded to Cuba to supervise personally an appraisement of their holdings of Havana tobacco in Cuba.

No statement of the affairs of the firm can be issued by the trustee until he has concluded his work of investigation and which may take several days.

It is reported that the special committee, consisting of Messrs. Levi and Beekman, of New York, to investigate the affairs of Loeb & Co., of New York, last week made their report, which was to the effect that that firm would be able to pay its indebtedness in full if certain agreements held by it were lived up to. No bankruptcy proceedings are now expected to take place.

Larus & Bro. Open Office Here.

Larus & Bro. Company, tobacco manufacturers of Richmond, Va., have established a local office in Philadelphia at 206 Lippincott Building, Twelfth and Filbert streets. Victor R. Newman, who has been with the house for several years, is in charge of the local office.

The remaining stock of fixtures of the Wm. S. Chandler Company, formerly a jobbing house at Second and Arch streets, was closed out at auction last week. It has been announced that a new retail store was possible at this corner, but the report could not be verified. It is known, however, that the location is being sought for other purposes.

U. L. Klein, a cigar manufacturer of Yorkana, Pa., was a recent visitor in Philadelphia, and was among the callers at the office of THE TOBACCO WORLD. Mr. Klein announced that the new year had opened most auspiciously with him, and he felt highly pleased with the reception he had received from the trade in this city. He contemplated visiting other points nearby before returning to his home.

Mr. Miller on the Kentucky Situation.

H. D. Miller, of Frishmuth Brothers & Company, tobacco manufacturers, returned to Philadelphia January 23rd, after an extended trip through the Ohio and Kentucky tobacco regions. In his itinerary, Mr. Miller visited Cincinnati, Louisville, Lexington and other large distributing points, closely studying the tobacco situation and making purchases where possible.

In an interview with THE TOBACCO WORLD, Mr. Miller stated that he found prices on medium grade tobacco considerably higher than last year, while the best grades showed little, if any, advance.

Questioned in regard to the possibility of Thomas Lawson gaining control of the Burley output, Mr. Miller expressed himself as very skeptical, stating that he believed that Lawson's original intention, in going to Kentucky, was to purchase a thoroughbred horse, and once in the field he sprung the people's Trust scheme in order to divert attention from his real object and secure some much-prized publicity. The people of Kentucky, Mr. Miller added, do not take Lawson seriously.

Philadelphia Factories Busy.

The consensus of reports among the manufacturers of Philadelphia is that 1910 prospects are really the brightest in three years. More substantial orders seem to have been thus far booked than were expected, and as a result all factories are employing a full complement of hands, not only at their main factories in this city, but in their several branch factories throughout the First District.

E. M. Schwarz & Co., of New York, are working their factory at 60 N. Fourth street, hard and on full time. They report a specially strong demand for their "Charter" brand.

John N. Kolb, president of the Theobold & Oppenheimer Company, is expected home at any time, having made a flying visit to Havana to look after the firm interests there. This house has found it necessary to work overtime at their local factory to supply the present demand for some of their goods. The recent introduction of their "El Teano" brand brought in an avalanche of orders. This cigar is made up only in a two-for-a-quarter size. In addition to this they have many large standing orders for their "Royal Lancers" and "William Penn" Havana cigars which continue to be very strong favorites throughout many sections of the country.

Sassaman & Co. In Bankruptcy.

Wm. H. Sassaman and Calvin F. Shively, individually and trading as Sassaman & Co., cigar manufacturers at Sumneytown, Pa., have been adjudged voluntary bankrupts, with firm liabilities of $19,664.92 and assets of $15,667.41. Mr. Shively has individual liabilities of $22,227.18 and assets of $9,934.30. Mr. Sassaman has individual liabilities of $4,000 and assets of $135.75. C. Henry Stinson of Norristown is the referee.

Bailey Buys Chandler Corner.

W. H. Bailey, for a number of years engaged in the cigar and tobacco business at Twelfth and Mifflin streets, first as a manufacturer and later as a dealer and jobber in cigars, tobacco, etc., last week bought at auction the fixtures of the store until recently occupied by the Wm. S. Chandler Co., at Second and Arch streets.

Possession will be taken as soon as the premises can be thoroughly renovated, and he expects to do both a retail and jobbing business. A portion of the store room, which is quite a large one, we are informed, will be occupied by "Jack Fowler," general selling agent for the United States Tobacco Co., now at 229 Arch street.

This building has been idle for several weeks, or since Wm. S. Chandler Co., sold out their principle stock to Frings Bros. Co., the well-known West Philadelphia wholesalers. While several cigar men have been prospecting for this building, the rental asked seems to have been a little too high to suit their ideas, but the present combination of tenants can no doubt utilize all the space at a reasonable cost to each.

Boltz, Clymer & Co.'s New Factory.

John H. Boltz, of Boltz, Clymer & Company, left Philadelphia January 29th on an extended trip through the West, winding up at San Francisco. Mr. Boltz has been quite busy recently making plans for the opening of a new factory at Tampa, where strictly clear Havana goods will be made. Plans have been drawn for this factory and work of construction will be pushed rapidly. Mr. Boltz's son left Philadelphia last week for Tampa, where he will direct the work of erection.

New Store in West Philadelphia.

Considerable activity had developed recently in West Philadelphia. A new "United" store has been opened at 52nd and Market streets, which promptly urged M. Horn, also located near that corner, to make extensive alterations and improvements to his establishment. Harry Shaw, at 128 South 52nd street, who is doing a jobbing trade in connection with his retail department, has also become more than usually active.

Tobacco Men at Auto Show.

The Automobile Show held recently in this city brought a large number of cigar and tobacco people from various points of the State to this city. Among them were George M. Wechter, cigar box manufacturers at Akron; Milton H. Ranck, leaf packer at Lancaster; John F. Reichard, of York, Pa.; C. F. Steiner, of the Krull Cigar Company, at Akron; T. E. Brooks, of T. E. Brooks & Co., cigar manufacturers at Red Lion, and H. L. Haines, sales manager of the Brooks' factory, at Red Lion, Pa. Some of these gentlemen proceeded, after visiting this show, to New York City and other points.

George H. O'Keefe is displaying a special exhibit of the "Myriana" brand of Porto Rico cigars, made by the Manton-Govern Company, Porto Rico and New York. The display has attracted considerable attention in that section of the city adjacent to the Bourse Building.

J. E. TUCK

Prominent Philadelphia Cigarist and member of Organization Committee Philadelphia Retail Cigar and Tobacco Dealers' Association.

E. Burleigh, manager of the Moore Cigar Co., at 40 South Third street, has elegant prospects of a very healthy increase in business during 1910. Some new lines of goods are to be introduced and all former lines are to be further exploited by them with renewed energy.

Trade Visitors.

A. B. Hess, president of the A. B. Hess Cigar Company, at Lancaster, accompanied by William F. Cressman, a salesman of the house, has been visiting the trade in this city. Several attractive new lines were being offered by them which met with rather a liberal response in the way of good orders from Philadelphia houses.

S. Katz, of the Pennsylvania Cigar Company, at York, stopped in Philadelphia a few days last week en route to New York and other points. He spoke most encouragingly of trade conditions in his home city, and stated that prospects were never before any brighter.

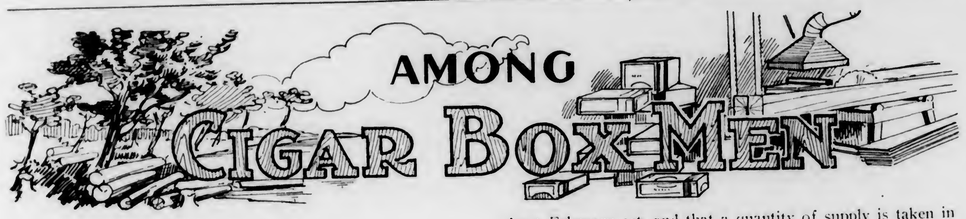
Among the recent visitors in the tobacco trade here we noted the following: L. A. Bornemann, of Mendelsohn, Bornemann & Co., New York; M. Falk, of the Falk Tobacco Company, Richmond and New York City; I. N. Jacoby, of Meyer & Mendelsohn, of New York; Louis Leopold, of John Leopold & Son, of New York; G. E. Chichester, of Danbury, Conn.; F. S. Barnes, of Jamesville, Wis., and L. L. Cantor, of Leonard Friedman & Co., New York.

More Revenue Stamps Needed.

The number of internal revenue stamps applied by the orders of Uncle Sam on cigars, cigarettes, tobacco and snuff during the current fiscal year amounts to three thousand billion. This is in accordance with the deficiency estimate sent from the Treasury Department. Nearly 400,000,000 stamps are required over the number deemed necessary last August, the increase being needed on account of the stamp legislation of the last Congress.

Owing to its highly nervous condition, incident, doubtless, to the pending decision at Washington, a lighted cigarette dropped carelessly into some loose blasting powder at Atlanta, Ga., January 30th, which exploded with fatal results to two persons.

A cigar factory has been opened at 504 Seventh street, Rockford, Ill., by Holley & Gustafson.



Manufacturers' Reports.

REPORTS from cigar box manufacturers generally indicate that January shows an increasing volume of immediate business and prospects are brighter than at any time for the past two years.

PHILADELPHIA.

The H. H. Sheip Manufacturing Company of Philadelphia, one of the largest box manufacturing establishments in the country, reports that they are well satisfied with their January business. In fact, it was stated that they never had more business in all their departments at this time of the year. It has not been necessary to resort to night work, of course, but they consider it rather fortunate that they were enabled to maintain regular forces on usual time during what is usually a dull time with box manufacturers.

Sheip & Vandegrift, Inc., of Philadelphia, announce that the recent installation of new and improved machinery was very advantageous to them during January, when a more than usually large business was done for the time of the year. Notwithstanding the necessary increase in the prices of wood, they have found little concern about prices, but rather it seemed that the trade wanted the best production of work that could be gotten and were willing to pay the proper price for it.

CINCINNATI.

A survey of the field in Cincinnati shows that box makers there have been busy ever since the Christmas holidays, and that there had been a lull for only a few days during that period. It is expected that box manufacturers will soon find it necessary to replenish their lumber stock, and with the steady advances now in prices it seems to be a question as to whether box makers will face the loss or will find it compulsory to ask an advance in the price of boxes. Reports which box makers have received from cigar manufacturers are encouraging as to the prospect of business which may be expected.

The well-known cigar box establishment of Samuel W. Trost Co., at Cincinnati, and one of the largest box factories in that part of the country, informs THE WORLD that business has been large with them for the past four weeks, and that the outlook for a continuance of a fine run of business is very good. Mr. Trost predicts that 1910 will be a big business year. Concerning the prices, however, Mr. Trost said rather regretfully that they were not being very well maintained and that someone seemed to be cutting rather heavily. He admitted that cedar was up and had actually been advancing during the past few weeks and expected that there would be still further advance. He even went so far as to say that it was not only confined to cedar, but that cigar box lumber showed a tendency to advance in prices.

Aman & Sandman, who are among the younger but very progressive concerns in the box industry at Cincinnati, report that they have lots of work on hand and have been exceptionally busy ever since the new year set in. They say that cigar box lumber is usually bought by the cigar box manufacturers about February 1st, and that a quantity of supply is taken in which usually lasts them several months. They expect that this year the stock on hand by box manufacturers will be pretty well run down by the first of February, and being interested in the lumber industry as well as in box making, they expect to lay in an active amount of cigar box lumber. They had not noted any advance in the prices of cedar to box makers, but stated that it was certainly scarcer and consequently higher.

Mr. Leikauf of The Geise Cigar Box Co., Cincinnati, is highly encouraged with the results obtained in January. He sees a continual business improvement ahead and is not at all pessimistic. Still admitting that there is a shortage in the supply of cedar lumber, he does not think that it is yet gone so far as to exceed a material increase in the prices. Aside from cedar, he said cigar box lumber has remained about standard both in quantity and prices.

CLEVELAND.

Cleveland box manufacturers report a continual increase in activity as compared with January of previous years. It is reported from there that the price of lumber is practically unchanged and that they have thus far found no shortage of supply; also quantities are firm in price, which are well maintained.

At the Rickerberg factory, which is among the largest in Cleveland, there was considerable hustle. It appears that all of the Cleveland factories have been about as busy as usual and all rather apparently getting a good share of trade. The announcements of a change in price has been for some time expected to come in that city, but it appears that box manufacturers there are now calculating on ways and means of maintaining old rates, at least for a time longer. They fully appreciate the fact that cigar manufacturers were rather hard pressed during the last year or two and are endeavoring not to increase their burdens at the present time.

NEW YORK.

The Charles Stutz Co., which is one of the progressive box manufacturing establishments of this city, announce that January was the best month with them they had for some time. In fact, business this year has been exceedingly well with them. Operations were somewhat hindered by the stormy weather by delaying mails and preventing salesmen from visiting customers in their usual routine, but they are credited with a number of mail orders having reached the houses. He stated that lumber was rather higher, but he said there was no reason to think that prices of boxes will raise at any time very soon.

Trade Casualities and Changes.

The box plant of the Pollack stogie and cigar factory at Cleveland, a two-story building and well equipped, was totally destroyed by fire recently which was caused by an explosion, the origin of which has not yet been ascertained.

The Bastian Cigar Box Co., at Cincinnati, recently removed to new quarters at 225 West Liberty street. They are now prospecting for some additional machinery which will be installed immediately it is procured.

A. THALHEIMER, Reading, Pa.
Reputed to be the Oldest Living Cigar Box Manufacturer in the United States.

A new syndicate under the name of Sheip-Weidmann Co. has taken over the cigar box factory of Wood & Thompson, at Tampa, Florida. The syndicate consists of Philadelphia and Pennsylvania capitalists who expect to take possession of the plant February 10th. It will be in charge of Mr. Geo. Weidmann, a member of the firm of Weidmann Bros. & Moyer, who are now operating cigar box factories at Womelsboro and Sinking Springs, Pa.

Antonio F. Rico, head of the firm of A. F. Rico & Co., tobacco importers of Boston, was found dead in his business office at 116 Broad street on January 16th. When Mr. Rico did not go to his home in Roxbury, his family became alarmed and the following morning his daughter went down to his office to see what had detained him. When she opened the door, she found her father lying on the floor within a few feet of the combination gas radiator. It is believed that the escaping gas caused his death and he had probably been dead for eighteen hours. The deceased was 54 years old, and is survived by a wife and four children. He has spent most of his life in the tobacco trade and was quite successful.

Charles Washington De Pauw, of New Albany, Ind., died there Jan. 19. He was a son of the late millionaire, Washington C. De Pauw, and had been in ill health for some time. He was planning, however, to resume his position as manager and secretary of the Monarch Tobacco Company, of Louisville, Ky., when his sudden death occurred. He is described as a man universally beloved in the community.

Martin H. Ellricks, cigar manufacturer, was found shot through the head at Saranac Lake, N. Y., Jan. 16. Suicide is surmised.

Boston Briefs.

Boston Bureau, THE TOBACCO WORLD, 212 Hanover Street, January 28.

The American Tobacco Company has commenced the new year's business here in great style, most of our local bill boards have been leased by them and a big advertising campaign will shortly begin. The "Turkey Red," a ten-cent package, and "Fez," a cork-tip 5-cent cigarette, will be heavily advertised here, sampling of both these brands is being done and jobbers are well supplied with the goods, so when the demand comes there won't be any delay in filling orders.

J. A. Warsowe and H. B. Cohen of Phillip Morris & Co. are working the local trade this week in the interests of "Morisco," "Unis," and "Cambridge." Some attractive metal hanging signs are being put out advertising these brands. "Kid" Nichols is on a visit to the factory in New York. Before he left he passed out to his many friends in the trade handsome leather card cases of the very latest design.

A. Branower, of Branower & Son, New York, has been in Boston taking orders for cards, matches and twine.

The American Tobacco Company has discontinued the gratis deal of one brand of Horseshoe tobacco free with each box of "Pick" tobacco. These are the new prices of the following brands: Big Four, 27 cents per pound; Square Deal, 25 cents, and Town Talk, 27 cents per pound. R. L. Armstrong is now in charge of the cigarettes department of all New England.

George W. Lord, manager of the cigar department at the City Hall Drug Store, is an expert with the camera. During the recent blizzard George took many interesting photos during his spare moments. The City Hall Londres 7-cent cigar, which is being manufactured expressly for this drug store, has caught on nicely with the customers, and is now selling as well as any of the local popular brands of 10-cent cigars.

William E. Nutley, who has been for many years with the Kaffir Cigar Co., has resigned to open a factory for himself at Hampden street, Holyoke, Mass., for the manufacture of Havana and domestic cigars, the leaders being Nutley's hand-made cigars and the Rosemont cigars.

New England.

The tobacco packing house of G. S. Phelps & Co., at Windsor Locks, Conn., has been increased in capacity by the addition of a large annex.

New England growers have been greatly delayed this season in getting down their 1909 crops. Probably at least 50 per cent. is still hanging in the barns. The lack of rain and damp weather has made it impossible to take down the tobacco from the poles where it has been going through the curing process. A thaw of several days duration or a good rain is what is needed to put the leaf into condition to be handled.

Trade Notes.

First shipments of the new crop of tobacco have reached Nashville, Tenn., consisting of fifty hogsheads, which were furnished chiefly to the factories of that city. Importers have been somewhat slow about contracting for the crop, hoping for lower prices, which were not there.

Pinkerton Tobacco Co., an Ohio corporation, has filed a statement to do business in the State of Wisconsin.

The American Tobacco Co. is pushing the work of preparing a new factory at Wilmington, Del.

Operations will shortly commence at 922 Marion street by the Perkiomen Cigar Company, Reading, Pa.

Activity Increasing In York.

York, Pa., January 28th.

THE general trade conditions in York County appear pretty good, and is a notable contrast with the same period of last year. Manufacturers are nearly all working with their usual forces, and some have been exceptionally fortunate in booking big orders.

Perhaps not another manufacturer in the county has made more rapid strides during the past year than H. F. Kohler, at Nashville. To a TOBACCO WORLD reporter he stated, a few days ago, that he could use many more hands if he could get them, both at his main factory at Nashville and the branch factory at Jacobus. Mr. Kohler has successfully introduced a number of brands and all of them are producing elegant results. He claims that he is just preparing to launch a new one which has been so carefully prepared, both from a standpoint of quality and artistic effect of the package, that he feels fully confident of fine results from it. It is noteworthy that during the past year the demand for his product has been running largely on the five and ten-cent variety, and he is now making a special exploitation of his "Judge Shepard" nickel cigar, which is strongly featured in various sections of the country. New England and Western States have proven very lucrative for his line.

Rapid progress is being made at the factory of George W. Parr, at Littlestown, and with an elegant proposition to offer the trade of a clear Havana filled cigar, under the brand name of Fernside, Mr. Parr has made quite a hit. He is not only enjoying good trade of local territory, but is being successfully introduced in several large distributing centers. At present he is laying special stress upon his "Par Value," also a line of nickel cigars, made up in the more popular shapes, and attractively packed. He reports that some good orders have already been booked for the new year and that the factory is in full operation.

The Dallas Cigar Company, at Dallastown, has lately increased its force of cigarmakers.

A force of 40 hands are now at work at the Eimerbrink factory in York, and the York City Cigar Company is planning to open a branch factory at Wrightsville. They are solicitous of securing one hundred hands at that point. It is stated that if they find that a sufficient force of cigarmakers can be secured, they will erect a factory for their own purpose.

A. F. Hostetter, a prominent cigar manufacturer of Hanover, in conjunction with several capitalists of that town, has purchased a plant of the Hanover Furniture Company, in the west end of that town, which was sold by a trustee in bankruptcy.

The cigar factory of John C. Heckert & Company at Dallastown has been reopened, after a close down of several weeks. It is stated that the proprietors will endeavor to maintain a full time schedule.

W. A. Lahr, of Red Lion, and one of the most popular cigar manufacturers in the town, returned last week from an extensive business trip through the eastern part of the State. T. E. Brooks, of T. E. Brooks & Co., of Red Lion, has lately visited New York City, and secured orders for considerable quantities of their product for future delivery.

A. Scott Frey, leaf tobacco dealer of Red Lion, has returned from a trip to the West and makes an encouraging report. Charles A. Rost, of C. A. Rost & Co., has lately visited the Connecticut Valley leaf markets and made purchases of several carloads of leaf which will be offered to the cigar manufacturers of York County.

C. E. Miller, McSherrystown, Pa., manufacturer of La Flor De Victor ten-cent cigars, and Pure Grit five-cent brands, as well as several other well-known grades, leaves on February 10th for an extended business trip to the Pacific Coast.

Changes Among Trade In Reading.

Reading, Pa., January 28th.

ACCORDING to reports given out by Deputy Collector Cranston there appears to be a boom on in Reading. Not only have a number of new factories been opened, but several former manufacturers have taken larger quarters.

John G. Spatz, of the well-known firm of J. G. Spatz & Co., is now on a Western trip and some good orders are beginning to arrive.

The Fleck Cigar Company has had an exceptionally good January, and judging from the progress made thus far it is only reasonable to expect that it will be a record-breaking year with them. Charles Fleck, the founder of the house, continues to cover Pennsylvania territory, while Daniel A. Fleck looks after the interests of the house in the West.

Chas. H. Endy, who was formerly foreman of the factory of Sheridan & Co., on Kerper street, which was recently sold out to Philadelphia capitalists, has opened a cigar factory on hsi own account at 131 S. Ninth street. Mr. Endy is widely experienced in the manufacture of cigars and has the best wishes of many friends in the trade.

John A. Endy has also opened a cigar factory at 819 Bingamin street, where he will commence operations in a small way.

Millard F. Crouse, one of the old-time cigar manufacturers of this city, has discontinued the business, to take a position as foreman of a large cigar factory in the "Hoosier" state.

I. A. Bright, who has been operating a cigar factory at 256 S. Tenth street, has filed a closing inventory with the revenue office, and has taken out a new license under the name of the Bright Cigar Company, also at 256 S. Tenth street.

W. F. Lang has taken out a license to manufacture cigars at Stouchsburg and J. R. Noel at 662 Schuylkill avenue, this city.

Charles Yerger will manufacture cigars at 324 N. Ninth street, and John M. Trexler at 410 Bingham street.

Born Bros., at 324 N. Ninth street, have taken out a special license to manufacture tobacco.

Badger Estate Items.

L. W. Scott, of the Boston leaf house, of L. W. Scott & Company, recently spent a week in the Wisconsin leaf markets. C. F. Mabbett recently opened his warehouse at Edgerton, where a force of employees are now busily engaged in sorting and packing of 1909 crops.

The Scott warehouse at Edgerton is in full operation in packed leaf tobacco for Otto Eisenhower & Company, of Philadelphia.

George E. Gary, who recently joined the forces of the American Cigar Company, was a visitor in Edgerton recently in company with L. R. Henry, also of that company.

W. T. Pomeroy & Company, of Edgerton, are now distributing among farmers seeds of Comstock Spanish variety of leaf. This seed was of their own growing and they claim that it has been thoroughly sifted and cleaned. A considerable quantity of this variety of leaf is now being grown in Wisconsin.

The Commissioner of Internal Revenue reports that there are 343 retail leaf dealers now doing business in the United States. Minnesota heads the list with 81, South Carolina, 46; Missouri, 76.

W. A. Lahr, who has done much to make Red Lion conspicuous on the map as a Pennsylvania cigar manufacturing center, was in Philadelphia Monday last in search of business. He expressed himself as highly pleased at the outlook for 1910 and said that THE TOBACCO WORLD is a mighty fine sheet.

New York.

NEW YORK CITY.

Business in the leaf tobacco market of this city did not develop during January to the proportions expected, but there is now some indication of an early improvement based on inquiries being received for almost all kinds of domestic leaf tobacco. While the market was devoid of really large transactions, there was routine business done which in its aggregate made up, after all, a considerable volume. There is evidence that prices are stiffening, owing to a shrinkage of the stocks remaining in first hands, but it has not yet fully dawned upon the manufacturer, who is consequently retarding his purchases. Local houses are satisfied that a greater movement must soon ensue by reason of enforced needs of manufacturers to replenish their stock of raw material. It is fully indicated by the output of cigars that the consumption of leaf is on the increase.

Sumatra tobacco has been in fairly active demand, and a considerable amount is reported to have changed ownership during the past fortnight. It seems quite possible that if a larger selection of desired colors were obtainable, the tradings would have shown even a larger amount of business.

A good business has been reported by Havana importing companies. A special strong demand has arisen from Western territory and encouraging reports are received from members of the trade who have recently returned from visits through that section of the country.

Pennsylvania.

PHILADELPHIA.

During the past two weeks there has been noted a slight but general improvement in the conditions in the leaf trade. While there have been no really large sales consummated, purchases by local manufacturers have been larger during January than usual. This is, at least, highly encouraging to the jobbing houses. Orders are being received from traveling salesmen that are of a substantial nature, and shows that business is evidently brightening with manufacturers in all sections.

The Sumatra market appears to have been normal, purchases were made in limited quantities but in rather frequent intervals.

Very little change is shown in the Havana market; importers are replenishing their stocks and several of the Philadelphia houses are now represented in the Island.

LANCASTER.

The tobacco men's attention at Lancaster is now attracted largely to the purchasing of the new crops, and consequently business has been quiet so far as trade in old goods is concerned. There have been inquiries for tobacco of the 1908 crops, but these the packers are becoming unable to supply because of an exhausted condition. Of course there were some sales to manufacturers who were buying for immediate needs, but no transaction of a speculative nature was developed.

The late wet weather supplied the necessary dampness for handling of the leaf in the sheds, which enabled growers to press forward the work of stripping. During the past two weeks buyers were traveling widely over the country and it is stated that they have secured a considerable number of crops. No advance in prices has been noted, notwithstanding the competition in the field. M. Rosenthal & Co., C. J. Swope, E. L. Nissly & Co., Root & Baker and other packers have had buyers in the field. During the past few days the buying movement seemed to take somewhat of a slump and fewer men were in the field.

Ohio.

LEBANON.

It is proposed in this pool that Zimmer-Spanish are much along the lines of the burley growers in Kentucky. It is also stated that capitalists of Springfield and Cincinnati are behind the project and giving the movement financial backing.

New England.

HARTFORD.

The tobacco is now pretty much all in the bundle, and that which has been sold by growers they seem anxious to deliver. If they persist too strenuously in this the packing houses are liable to become uncomfortably filled, which would naturally only retire the brokers of the work necessary to properly handle the leaf in the warehouses. Packers are therefore endeavoring to get growers to retain their crops a little while longer to enable them to receive it gradually. This action has naturally created some comment among the farmers, who are not all taking to it any too kindly and it usually gives rise to a circulation among them of statements that packers are not willing to receive their goods, inferring even that they are attempting to lie down on their agreements, and yet such is not at all the case. It is largely a matter of warehouse rumor. In this connection we wish to relate a particular instance which came to the writer's notice recently, and which is as follows: A well known tobacco grower, in the Connecticut Valley, had occasion one day to leave his home for a few hours, and when he returned he found that a portion of his tobacco crop had been removed without his consent. When the farmer was approached by a friend and inquired of concerning the apparent loss of his tobacco, he merely remarked: "Yes, the tobacco was taken, but the one who took it sent me the figures of its weight, together with a check for the amount of the tobacco he had taken." This is certainly a beautiful illustration of good old New England honesty.

SPRINGFIELD, MASS.

Recent warm rains have brought on a tobacco damp, greatly to the pleasure of the growers, and now most of the crops have been taken from the poles and stripped. Considerable quantities have even been delivered during the past week, and warehouses are certainly assured of sufficient tobacco to keep them in full operation for some time to come. Buyers are still packing up crops where they can be procured at prices previously prevailing. They even assert that the claims made by the growers concerning the merit of their crops are not always fully substantiated when the goods are received at the warehouses and critically inspected. Again, a number of farmers say they will pack their own crops unless prices soon become a little higher.

Sales of the tobacco in the loose market during the past two weeks continued to be of good volume, and ranging from 50,000 to 125,000 lbs. per day, which would mean a total of over 1,000,000 lbs. during the past two weeks, or about 2,000,000 lbs. since January 1st. It is stated that prices recently paid in this section are bringing tobacco from neighboring counties in considerable quantities.

EAST HARTFORD.

The tobacco growers have been pretty generally engaged in taking down their tobacco ever since the recent rains set in which caused a thorough damp. It is stated, however, that a large amount of 1909 crop is still hanging, but should the damp weather continue a few days more it will no doubt all have been practically taken down.

NORTH HATFIELD, MASS.

After a prolonged spell of dry weather we have at last had some rains during the past two weeks which have been most welcome to the tobacco growers, and the prospects of now successfully taking tobacco from the poles and stripping them, preparatory to delivering to the warehouses, is very encouraging. It is expected that during the next two weeks a considerable quantity of the leaf will have been delivered at the warehouse.

WINDSOR LOCKS, CONN.

With a delayed damp spell to provide the necessary for handling tobacco, practically all of it in this vicinity was removed during the past week and stripped by the farmers. It will be rushed to the warehouse as quickly as possible.

Wisconsin.

EDGERTON.

Considerable work has been done in the handling of the new crops recently, owing to more favorable weather conditions, and which has given growers a chance to resume their stripping operations. Delivery of the new crops was also made more readily possible by the improved condition of the roadways, and it has renewed the activity of packers so that work at the warehouses is likely to proceed quite actively. There has been a little further development in the buying movement of the crop and buyers of some of the larger concerns have been withdrawn, at least temporarily, while others are apparently content to await improvements of country roads before doing any more driving to market, for old goods has been also very quiet and the movement small. In fact, trading was confined almost wholly to small transactions in local markets. About the only encouragement which packers have lately received was an increase in the number of inquiries for samples and requests for prices, especially for B's. Poor traffic facilities, owing to tied up railways, have caused many delays in shipment of goods.

STOUGHTON.

Although the weather has been more favorable there was very little driving done for the new crops. Transactions consisted mostly of trading in the medium and lower grades of 1909 goods, and which, it is said, brought rather satisfactory figures.

New England Tobacco Gossip.

The Ketchen & Hayes Tobacco Corporation, at Tariffville, Conn., have begun sorting and packing with a force of eighty-five hands. They have bought one thousand cases of tobacco and expect to pack up at least five hundred more in the Valley. Last year, it is said, they packed one thousand cases, all of which has been sold, and they consequently propose somewhat larger operations during 1910.

Three tobacco sheds were blown down in Wapping during a storm last Saturday a week. One of these sheds contained about one-half a car of tobacco, but the leaf had been taken down and was very little damaged. Another shed was blown clean of its foundations, and yet the crops it contains were only depreciatingly injured. The third shed blown down was pretty well demolished. The extent of the damage done to it could hardly be estimated at this writing.

HABANA

Habana Enero 22 de 1910.

LOS negocios durante la quincena pasada se han animado considerablemente y el volumen de las operaciones demuestra que los fabricantes y almacenistas de los Estados Unidos estan ansiosos de adquirir todas las buenas vegas aun obtenibles en nuestro mercado. Los precios no han demostrado una variacion digna de mencion, pues nuestros escogedores y almacenistas han continuado satisfaciendo nuestros amigos del Norte acceptando todas las ofertas razonables y han preferido hacer nuevos sacrificios á retener las existencias del año pasado.

Hay abundancia de Vuelta Abajo en nuestra plaza y buenas vegas de fábrica puedan adquiridas á precios ventajosos, mientras que las clases de calidad—usadas para mezclas-escasean diariamente. Clses ligeras de Semi-Vuelta han casi desaparecido y las existencia de calidad no son tampoco abundantes, aunque las clases cortas pueden aun obtenerse, y las cuales los compradores del Norte no estan muy ansiosos de comprar. Partido es el articulo mas escaso, particularmente buenos capas, las cuales todo el mundo parece busca. Remedios empieza á mermar en cantidad y mientras las existencias de 1 y 2 capaduras no se han aun agotado, consisten ahora de mercancias de primera calidad, mantenidas firmemente por casas fuertes á precios altos, ó de cosechas mas inferiores y ligeras en cuerpo, mas baratas en precio pero no tan ventajosas para ser trabajadas por los fabricantes de tabacos del Norte. Se dice, que existen ahora menos de 15,000 tercios de primera y 5,000 tercios de segundas (de ambas clases) para vender en primeras manos. Terceras Capaduras de calidad han tambien desaparecido, aunque todavia existen algunos estilos ligeros y manchados. Los prospectos sobre la cosecha venidera son aun dudables, pues dependerá de algunas lluvias en los districtos tabacaleros el que la cosecha de este año sea mayor. Enero es generalmente un mes critico para los vegueros pues estamos en la época de la sequia y comunente no puede dependerse en las lluvias, á pesar de que uno ó dos aguaceros son necesarios para el crecimiento del tabaco en el campo. Muy poca cantidad ha sido cortada y aunque mas será cortada este mes, el volumen de la cosecha no puede estar madura antes del mes de Febrero este año debido á lo tardio en sembrar estat cosecha. Todas las predicciones anteriores sobre una cosecha grande son suposiciones pues pueden resultar ciertas ó resultar funestas.

Las ventas durante la quincena pasada aumentaron á 14,-224 tercios en conjunto, que divididos representan: 5,496 de Vuelta Abajo, 695 de Partido y 8,033 tercios de Remedios.

Los compradores fueron: Americanos, 10,741; exportadores á Europa, 1,975; y las fábricas locales de tabacos y cigarros, 1,508 tercios.

Las exportaciones de Rama desde Enero 1 hasta Enero 15 de 1910 fueron:

Para todos los puertos de los Estados Unidos...	9204 tercios.
Para todos los puertos Europa	1718 tercios.
Para Algiers	97 tercios.
Para Sur America	426 tercios.
Para Panama	10 tercios.
Total	11455 tercios.

B. Spector permanecio aqui poco tiempo, pero siendo un comprador muy agil y sabe exactamente donde encontrar las clases que desea, logró obtener como 900 tercios de selectas vegas de Vuelta Abajo.

Compradores principales llegados é idos.

LLegados:	de S. & F. Fleitas	Key West
F. Fleitas	" Garcia, Pando & Co.	Tampa
José Pando	" Rosenstadt & Jacobs	New York
Luis Jacobs	" Aug. Biedermann	"
Aug. Biedermann	" Carlos Garcia & Co.	"
Julian Llero	" A. Cohn & Co.	"
Henry Fisher	" Morris Prochaska	"
Morris Prochaska	" A. Marus & Co.	"
Adelaido M. Marus	" Calixto Lopez & Co.	" y Habana
Manuel Lopez	(" Eugenio Lopez & Co., y	"
Eugenio Lopez	(" Rodriguez Menendez & Co.	Habana
Charles Landau, Represente en los E. U. en New York, de la fábrica H. Upmann.		
A. Nussbaum	de Nussbaum & Bower	New York
Fred Opp	" The Fred Opp Tobacco Co.	St. Louis
Arturo Morris	" Morris & Morris	Londres, Inglaterra
B. Spector	" Spector Bros.	Chicago
H. G. Taussig	" Taussig & Co.	"
F. M. Schwarz	" F. M. Schwarz	Montreal
Jorge Thompson	" Thompson Bros.	"
S. Hyman	" S. Hyman	"
M. Elkan	" Ed. Youngheart & Co.	New York
Herm Stern	" The Stern Co.	"
Domingo Mendez	" Domingo Mendez	Brooklyn
Frank Dominguez	" E. A. Calves & Co.	Filadelfia
Celestino Vega	" Celestino Vega & Co.	Tampa

Se embarcaron:	
Victor Ettlinger	
Simon Ruppin	
Ernesto Horn	
Luis Jacobs	para New York
Aug. Biedermann	
A. Nussbaum	
Julian Llero	
M. Prochaska	
A. M. Marus	
Fred Opp	para St. Louis
B. Spector	" Chicago
F. Fleitas	" Key West

Los fabricantes de tabacos de la Habana estan trabajando moderadamente pues las órdenes no han llegado en cantidad suficiente para mantener la mayoria de nuestras fábricas ocupadas.

Las fabricas mas grandes aparecen ser las mas favorecidas, mientras que las pequeñas tienen motivo para quejarse de malos tiempos, y viven pensando que les llegará su turno mas adelante este año.

Las exportaciones el año pasado desde 1° Enero á Diciembre 31, fueron ...	181,294,502 tabacos.
Mientras que en la misma epoca en 1908 exportamos	188,846,784 tabacos.
Arrojando una baja en los 12 ultimos meses de	7,552,282 tabacos.

Las exportaciones de la Habana á los 11 principales paises consumidores pasando de un million de tabacos, durante los dos ultimos años, fueron, como sigue:

	—1908—	—1909—		
1—Gran Bretaña	70,077,528	70,525,495	tabacos	(baja)
2—Estados Unidos	47,699,742	52,180,692		(aumento)
3—Alemania—	24,183,131	14,193,706		(baja)
4—Francia—	11,418,782	9,178,361—		(baja)
5—Canada	7,084,020	7,643,495		(aumento)
6—Australia	6,906,042	3,096,522		(baja)
7—España	5,548,895	8,492,113		(aumento)
8—Rep. Argentina	3,893,745	3,353,032		(baja)
9—Chile	2,636,963	3,618,697		(aumento)
10—Austria	1,151,815	1,457,243		(aumento)
11—Belgica	1,124,183	1,068,320		(baja)

Henry Clay & Block & Co., tienen bastante trabajo como pudieran desear, y Dn. Gustavo Bock no puede quejarse de la situacion actual.

Behrens & Co., de la famosa fabrica "Sol" estan satisfecho de las ordenes que han recibido recientemente, y se siguen abriendo paso.

H. Upmann & Co., "Romeo y Julieta," "Partagas" y "La Escepcion" no tienen porque quejarse.

Compras, ventas y otras noticias de interes.

El Sr. Fred Opp ha sido el mayor comprador en nuestro mercado, y se reporta, por autoridad competente, haber comprado 3500 tercios de tabaco en rama, de las mejores escojidas de Santa Clara.

TOPPING AND CUTTING TOBACCO IN CUBA

Topping and cutting are the methods adopted in all tobacco fields to encourage the growth of larger leaves, to prevent the development of seed, and to keep the plant in the best possible condition. Men and boys pass between the rows of plants removing the "suckers" at the top or cutting away the imperfect leaves from any other place on the stalk.

El Sr. Simon Ruppin compró mas de 1000 tercios de tabaco durante su permanencia en esta.

El Sr. Manuel Menendez Parra ha sido uno de los mayores vendedores.

El Sr. Victor Ettlinger compró mil quinientos tercios de buenas vegas de Vuelta Abajo y Remedios para los Srs. E. Hoffman & Sons, de New York.

Perez Hnos, dispusieron de 1650 tercios de 1*a* y 2*a* capaduras, de sus muy conocidas escogidas de Santa Clara.

El Sr. I. Dankowitz fue tambien uno de nustros mayores compradores, y excedio la marca de 1000 tercios y compró mucho de buenos vegas de Vuelta Abajo, Partido y Santa Clara.

José Menendez dispuso de 800 tercios de tabaco en rama durante la ultima quincena.

Ernesto Horn, quien ha permanecido aquí con Heinrich Neuberger desde el verano pasado, se embarcó el 15 del corriente por vapor "Havana" para atender nuevamente á los asuntos de la oficina de New York.

Perez y Obeso entregaron 780 tercios de sus vegas escogidas de Vuelta Abajo.

B. Diaz & Co., vendieron 700 tercios de Vuelta Abajo y Partido á sus diversos clientes.

Albert W. Kaffenburgh quien llegó á esta de Boston el 12 del corriente, salió la misma noche para las vegas de Manicaragua de I. Kaffenburgh é Hijos.

A. M. Calzada & Co., vendieron 700 tercios de rama.

Louis Jacobs logró obtener buena clase de tabaco para los Srs. Rosenstadt & Jacobs, que necesitaba su razon social.

Rodriguez, Bautista & Co., dispusieron de 531 tercios de Vuelta Abajo y Remedios.

Arthur Morris, de Morris y Morris, muy conocidos importadores de tabacos en Londres, Inglaterra, fue cordialmente recibido por sus numerosos amigos despues de una ausencia de dos años.

José F. Rocha cerró negociaciones montante á 425 tercios de Vuelta Abajo.

August Biedermann, el importador de New York de Tabaco de la Habana, hizo excelentes compras de rama de todas clases, y, aunque la cantidad quizas no exceda de 300 tercios, puede estar orgulloso de haber obtenido la mayor parte de calidad de una vega de fabrica "La Saavedra" de San Juan y Martinez, que es una de las que rinde mejores hojas en la Habana de la cosecha de 1909. Tuvo que pagar un buen precio por ella, pero no puede mejorarse en calidad, por lo tanto, cualquier fabricante que compre esta clase de tabaco tiene que hacer reputacion de fabricar tabacos de primera de la Habana.

Los otros vendedores fueron: Gonzalez y Benitez (354 tercios), Rodriguez, Menendez & Cia (252 tercios), Herrera Calmet & Cia (247 tercios), Planas & Cia (242 tercios), y Puente Granda & Co. (200 tercios).

El tabaco llegado del campo durante las dos ultimas semanas que finalizaron en Enero 15 de 1910—fue el siguiente:

3,300	tercios de Vuelta Abajo.
85	tercios de Semi Vuelta.
140	tercios de Partido.
784	tercios de Remedios.
141	tercios de Santiago.
4,480	tercios.

Compradores que han llegados á ultima hova fueron:

Wm. Baeder,	de Wm. Baeder.	New York.
V. E. Guedalia,	" Guedalia & Co.	"
David del Monte,	" David del Monte.	"
Ernesto Ettinger,	" Ernesto Ettinger & Co.	New York y de la Habana.
M. Friedman,	" M. Friedman & Co.	Chicago.
Felix Echerson,	" Felix Echerson & Co.	Filadelfia.
Juan Kolb,	" Theobald & Oppenheimer Co.	"
J. H. Yocum,	" Yocum Hns.	Reading, Pa.

Million Manila Cigars Seized.

One million Manila cigars owned by Walter E. Olsen, were seized at San Francisco by Special Agent Thomas because of the disputed amount of duty to be paid. The importer entered the cigars at the wholesale rate, Manila, and the revenue man maintains that the wholesale price in San Francisco should determine the duty.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark.

For Searching a title which does not result in registration, 25 cents.

For transferring and Publishing Transfer of Registration, 50 cents.

For issuing Duplicate Certificate of Registration, 50 cents.

☞ Applicants should be careful to fully specify the use of desired Trade-Mark.

PILGRIM BOND:—19,461.
For cigars, cigarettes and cheroots. Registered January 1, 1910, at 9 A. M., by Jayne Drug Co., Philadelphia. (Re-registration, by transfer from Luckett, Luchs & Lipscomb, January 11, 1910. Originally registered November 27, 1909, by Petré, Schmidt & Bergmann.)

G. S. D. 418:—19,462.
For cigars, cigarettes and cheroots. Registered January 17, 1910, at 9 A. M., by John Neithamer, Reading, Pa.

ROUGH NECKS:—19,463.
For cigars. Registered January 17, 1910, at 9 A. M., by J. V. O'Connell, St. Louis, Mo.

HAPPY PAT:—19,464.
For cigars, cigarettes and cheroots. Registered January 17, 1910, at 9 A. M., by Merchants Cigar Box Co., Dallastown, Pa.

RAYS OF BEAUTY:—19,465.
For cigars, cigarettes and cheroots. Registered January 17, 1910, at 9 A. M., by Merchants Cigar Box Co., Dallastown, Pa.

VICTORIA CHIEF:—19,466.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 17, 1910, at 9 A. M., by S. Gryzmish, Boston, Mass.

A WIDOW'S WEEDS:—19,468.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 17, 1910, at 9 A. M., by D. J. Simson, Newark, O.

STURDY OAK:—19,469.
For cigars, cigarettes and cheroots. Registered January 17, 1910, at 9 A. M., by Chas. J. Schlitt, Waterbury, Conn.

SAMELSON'S ISCO:—19,470.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 17, 1910, at 9 A. M., by Corral, Wodiska y Ca., Tampa, Fla.

SANBORNA:—19,471.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 17, 1910, at 9 A. M., by American Lithographic Co., New York.

TRES ARMAS:—19,472.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 17, 1910, by American Lithographic Co., New York.

CONTRADO:—19,473.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 17, 1910, at 9 A. M., by Schmidt & Co., New York.

GRAND VALUE:—19,474.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 17, 1910, at 9 A. M., by Schmidt & Co., New York.

LATCH KEY:—19,475.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 17, 1910, at 9 A. M., by Schmidt & Co., New York.

GOLDEN SEAT:—19,476.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 17, 1910, at 9 A. M., by Schmidt & Co., New York.

BEN HALL:—19,477.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 18, 1910, at 9 A. M., by J. H. Witter & Son, Sheridan, Pa.

PHILADELPHIA'S PRIME:—19,478.
For cigars, cigarettes and cheroots. Registered January 18, 1910, at 9 A. M., by S. Cooper, Philadelphia.

TONET:—19,479.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 18, 1910, at 9 A. M., by M. H. A. Boyle, Philadelphia.

MUCK'O:—19,480.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 18, 1910, at 9 A. M., by W. A. Haug, Philadelphia.

JUDGE GRIGGS:—19,481.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 19, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

ANTONIO BARCELO:—19,482.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 19, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

ECHO DE TAMPA:—19,483.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 19, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

EL CENTINELA:—19,484.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 19, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

JUAN CORDERO:—19,485.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 19, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

RAFAEL SOLANO:—19,486.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 19, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

SOLABELLA:—19,487.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 19, 1910, at 9 A. M., by The American Lithographic Co., New York.

GRAN CICLOS:—19,488.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 19, 1910, at 9 A. M., by American Lithographic Co., New York.

JOSADA:—19,489.
For cigars, cigarettes and cheroots. Registered January 19, 1910, at 9 A. M., by Adams Cigar Mfg. Co., New York.

SMADA:—19,490.
For cigars, cigarettes and cheroots. Registered January 19, 1910, at 9 A. M., by Adams Cigar Mfg. Co., New York.

MITLA:—19,491.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 19, 1910, at 9 A. M., by Chas. Stutz Co., New York.

THE BENDAHAN CIGAR CO:—19,492.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 19, 1910, at 9 A. M., by Carlos Bendahan, New Orleans, La.

R. E. C.:—19,493.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 19, 1910, at 9 A. M., by R. E. Cabaera, Tampa, Fla.

GLAD-U-KUM:—19,494.
For cigars, cigarettes and cheroots. Registered January 19, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

T. H.:—19,495.
For cigars. Registered January 19, 1910, at 9 A. M., by Thomson & Hoffman, Boston, Mass.

BUY IN CAMDEN:—BLACKMAR'S INVINCIBLE CIGARS:—19,496.
For cigars. Registered January 20, 1910, at 9 A. M., by D. H. Blackmar, Camden, N. J.

SHUSTER CUBA:—19,497.
For cigars, cigarettes. Registered January 20, 1910, at 9 A. M., by H. Klein & Co., New York.

BRONXTON:—19,498.
For cigars. Registered January 20, 1910, at 9 A. M., by C. P. McCarthy, New York.

STERSON:—19,499.
For cigars, cigarettes and cheroots. Registered January 20, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

PATENT:—19,500.
For cigars, cigarettes and cheroots. Registered January 20, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

EL LAGARTO:—19,501.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 20, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

DICK AND FANNY:—19,502.
For cigars, cigarettes and cheroots. Registered January 20, 1910, at 9 A. M., by W. H. Grimm, Windsor, Pa.

AMFRICAN AND IRELAND—THAT'S ME:—19,503.
For cigars, cigarettes and cheroots. Registered January 20, 1910, at 9 A. M., by W. H. Grimm, Windsor, Pa.

PLAYWRITE:—19,504.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 20, 1910, at 9 A. M., by Louis W. Keyer, Dayton, O.

PLATONIC:—19,505.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 20, 1910, at 9 A. M., by Louis W. Keyer, Dayton, O.

PLATONIA:—19,506.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 20, 1910, at 9 A. M., by Louis W. Keyer, Dayton, O.

PENTE:—19,507.
For cigars, cigarettes and cheroots. Registered January 21, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York. (Re-registration.)

PROFECIA:—19,508.
For cigars, cigarettes and cheroots. Registered January 21, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York.

PERISTILO:—19,509.
For cigars, cigarettes and cheroots. Registered January 21, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York.

OLD POST:—19,510.
For cigars, cigarettes and cheroots. Registered January 21, 1910, at 9 A. M., by Henry Heck & Sons, Albany, N. Y.

BOTOCCO:—19,511.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 21, 1910, at 9 A. M., by Topper Cigar Co., Philadelphia.

EFFLUX:—19,512.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 21, 1910, at 9 A. M., by Topper Cigar Co., Philadelphia.

ZADOK:—19,513.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 21, 1910, at 9 A. M., by Topper Cigar Co., Philadelphia.

ELEGIZE:—19,514.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 21, 1910, at 9 A. M., by Topper Cigar Co., Philadelphia.

INVIDIOUS:—19,515.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 21, 1910, at 9 A. M., by Topper Cigar Co., Philadelphia.

NUTRIENT:—19,516.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 21, 1910, at 9 A. M., by Topper Cigar Co., Philadelphia.

CYRIL:—19,517.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 21, 1910, at 9 A. M., by Topper Cigar Co., Philadelphia.

THOROUGHBREDS:—19,518.
For cigars, chewing and smoking tobacco. Registered January 22, 1910, at 9 A. M., by M. McCoy, Philadelphia. (Re-registration.)

MIA CARA:—19,519.
For cigars, cigarettes and cheroots. Registered January 22, 1910, at 9 A. M., by Klingenberg Bros., New York. (Re-registration.)

UNORA DE TAMPA:—19,520.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 22, 1910, at 9 A. M., by Havatampa Cigar Co., Tampa, Fla.

NO. 14:—19,521.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 22, 1910, at 9 A. M., by H. S. Souder, Souderton, Pa. (Re-registration by purchase from Shively & Miller, Pottstown, Pa.)

SAFE-ETTES:—19,522.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 22, 1910, at 9 A. M., by Pennsylvania Cigar Co., York, Pa.

LA TIDELA:—19,523.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 22, 1910, at 9 A. M., by American Lithographic Co., New York.

GENERAL MANUEL CONCHA:—19,524.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 22, 1910, at 9 A. M., by American Lithographic Co., New York.

CHAM:—19,525.
For cigars, cigarettes and cheroots. Registered January 22, 1910, at 9 A. M., by Manuel Perez y Ca., Chicago, Ill.

COLA DE COTA:—19,526.
For cigars, cigarettes and cheroots. Registered January 22, 1910, at 9 A. M., by Manuel Perez y Ca., Chicago, Ill.

SAM BELL:—19,527.
For cigars, cigarettes and cheroots. Registered January 22, 1910, at 9 A. M., by Manuel Perez y Ca., Chicago, Ill.

BRYANITES:—19,528.
For cigars, cigarettes and cheroots. Registered January 22, 1910, at 9 A. M., by Manuel Perez y Ca., Chicago, Ill.

CALSETTA:—19,529.
For cigars, cigarettes and cheroots. Registered January 22, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

MALISE:—19,530.
For cigars, cigarettes and cheroots. Registered January 22, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho Co., New York.

CUBAN STICKS:—19,531.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 22, 1910, at 9 A. M., by North American Tobacco Co., Newark, N. J. (Re-registration by transfer from Thomas Allen, Rahway, N. J.)

ALLEN LONDRES:—19,532.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. Registered January 22, 1910, at 9 A. M., by North American Tob. Co., Newark, N. J.

REVIVER:—19,533.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. Registered January 22, 1910, at 9 A. M., by The North American Tob. Co., Newark, O. (Re-registration by transfer from Thomas Allen.)

SAN FABA:—19,534.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 25, 1910, at 9 A. M., by American Lithographic Co., New York.

WE WIN:—19,535.
For cigars, cigarettes and cheroots. Registered January 25, 1910, at 9 A. M., by Crowley Cigar Co., Springfield, Mass.

L. P. F.:—19,536.
For cigars, cigarettes and cheroots. Registered January 25, 1910, at 9 A. M., by Chas. C. Wells & Co., Binghamton, N. Y.

REDEEF:—19,537.
For cigarettes. Registered January 25, 1910, at 9 A. M., by Marathon Egyptian Cigarette Co., Boston, Mass.

NATION'S SOOTALL:—19,538.
For cigars, cigarettes and cheroots. Registered January 25, 1910, at 9 A. M., by S. G. Runkle & Co., Red Lion, Pa.

ROTHOLO:—19,539.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 25, 1910, at 9 A. M., by Chas. W. Rothkoff, Cincinnati, O.

EL JARICO:—19,540.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 25, 1910, at 9 A. M., by J. A. Rigby Cigar Co., Mansfield, O.

ERLINDA:—19,541.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 25, 1910, at 9 A. M., by Chas. Stutz Co., New York.

EAGLE CLIFF:—19,452.
For cigars and cigarettes. Registered January 25, 1910, at 9 A. M., by Moeller & Kolb, Chicago, Ill.

TUSCARORA CLUB:—19,543.
For cigars and cigarettes. Registered January 25, 1910, at 9 A. M., by Moeller & Kolb, Chicago, Ill.

VILLA FLORA:—19,544.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 25, 1910, at 9 A. M., by Schmidt & Co., New York.

REMSEN:—19,545.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 25, 1910, at 9 A. M., by F. M. Howell & Co., Elmira, N. Y.

P. H. S.:—19,546.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 26, 1910, at 9 A. M., by The Briskol Cigar Co., Tampa, Fla.

FRANKLIN PERFECTO:—19,547.
For cigars, cigarettes and cheroots. Registered January 26, 1910, at 9 A. M., by Thos. J. Plunkett's Sons, New York.

SAN BENNO:—19,548.
For cigars, cigarettes and cheroots and tobacco. Registered January 26, 1910, at 9 A. M., by Gustave A. Mueller, Chicago, Ill.

EL TRADERO:—19,549.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 26, 1910, at 9 A. M., by Chas. Stutz Co., New York.

DRUMMER GIRL:—19,550.
For cigars, cigarettes and cheroots. Registered January 27, 1910, at 9 A. M., by Oscar Foerdrung, Passaic, N. J.

LA MOORCICO:—19,551.
For cigars. Registered January 27, 1910, at 9 A. M., by Moore Cigar Co., Philadelphia.

CUBAN CRAFT:—19,552.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 27, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

HAVANA CRAFT:—19,553.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 27, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

TAMPA CRAFT:—19,554.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 27, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

CUBA PRINCIPI:—19,555.
For cigars, cigarettes and cheroots. Registered January 27, 1910, at 9 A. M., by P. H. Fratz, Lancaster, Pa.

IMPERIAL BULL:—19,556.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 28, 1910, at 9 A. M., by Chas. Stutz Co., New York.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Salesmen Wanted.

WANTED—Salesman, on good commission basis, to sell fine line of seed and Havana and five-cent goods in the West and also the Pacific Coast. Give particulars of former employment. Address Reliable, Box 13, care of The Tobacco World. 1-1-r.

SALESMAN WANTED—By established Philadelphia house, to sell line of seed and Havana goods in city and vicinity. Excellent opportunity for right man. Address Box 22, care The Tobacco World. 2-1-c

Situations Wanted.

SITUATION WANTED as superintendent of cigar factory. Twenty years' experience. All branches. Good references. Address Qualified, Box 18, care of The Tobacco World. 1-1-r.

Special Notices.

MONROE ADLER,
CIGAR BROKER,
26 La Salle St., Chicago, Ill. 6-17-he

WANTED—An experienced suction foreman to take full charge of a floor in a country factory. Apply to Box 19, care The Tobacco World, Philadelphia.

Registrations Continued from page 37.

COSMOS CLUB:—19,557.
For cigars, cigarettes and cheroots. Registered January 28, 1910, at 9 A. M., by Manuel Perez y Ca., Chicago, Ill.

ANTHIA:—19,558.
For cigars, cigarettes and cheroots. Registered January 28, 1910, at 9 A. M., by Manuel Perez y Ca., Chicago, Ill.

S. T. S.:—19,559.
For chewing and smoking tobacco. Registered January 28, 1910, at 9 A. M., by Columbian Tobacco Co., Boston, Mass.

S. M.:—19,560.
For cigarettes, chewing and smoking tobacco. Registered January 28, 1910, at 9 A. M., by Columbian Tobacco Co., Boston, Mass.

GOLDEN WEST HOTEL:—19,561.
For cigars, cigarettes and cheroots. Registered January 28, 1910, at 9 A. M., by Havatampa Cigar Co., Tampa, Fla.

FINKY:—19,562.
For cigars, cigarettes and cheroots. Registered January 28, 1910, at 9 A. M., by Mendel & Co., New York.

FINKEY:—19,563.
For cigars, cigarettes and cheroots. Registered January 28, 1910, at 9 A. M., by Mendel & Co., New York.

NAB:—19,564.
For cigars, cigarettes and cheroots. Registered January 28, 1910, at 9 A. M., by Mendel & Co., New York.

TATUARY HALL:—19,565.
For cigars, cigarettes and cheroots. Registered January 28, 1910, at 9 A. M., by Mendel & Co., New York.

BIG FINGER (In connection with U. S. Guns):—19,566.
For cigars, cigarettes and cheroots. Registered January 28, 1910, at 9 A. M., by Mendel & Co., New York.

CUBAN GUARD:—19,567.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 28, 1910, at 9 A. M., by American Lithographic Co., New York.

HAVANA GUARD:—19,568.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 28, 1910, at 9 A. M., by American Lithographic Co., New York.

FAIRY RING:—19,569.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 28, 1910, at 9 A. M., by American Lithographic Co., New York.

For Rent.

TWO FLOORS and basement, suitable for a cigar factory. 22 large windows in each loft. In centre of town. Plenty of experienced help of all nationalities cheap. Packing tables, working tables, office partitions and shelving already installed. Price $700 per year. On suction table hand bunchers; standard prices, rolling $2.50 per M, hand bunchers making $2.50 per M, cigar packers 40 cents per M in 1/20 and plenty of good experienced hand strippers. Address Shapiro & Adler, Commerce Square, New Brunswick, N. J.

Business Opportunities.

DESIRING to devote all our time to manufacturing we offer our Retail, Wholesale and Billiard and Pool business for sale. Business established over twenty-five years, located in centre of town in our new building. Latest and new Brunswick-Balke-Collander Tables. Sold in one year over 1000 of our "Indian Ax" 5-cent cigars in town and vicinity. Business on a paying basis. Heat furnished, own building can give lease. Good opportunity to right party. Roesch Bros., Pottstown, Pa. 1-1-a.

For Sale.

FOR SALE OR LEASE—A machine that makes 5000 cheroots daily. Profits are greater than in fine cigars. Demand unlimited. On certain conditions we sell your output. Winget Mfg. Co., York, Pa. 2-1-h

FOR SALE—The Universal Cigar Bunch Machine improves the quality of the cigar, reduces the cost, increases capacity; makes paste work and novelty packages successfully; thousands already in use; sent on ten days' trial to responsible parties. Winget Mfg. Co., York, Pa. 7-22-tf.

GOLD BELT:—19,570.
For cigars, cigarettes and cheroots. Registered January 28, 1910, at 9 A. M., by Havatampa Cigar Co., Tampa, Fla.

CRESTA VILLA:—19,571.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered January 29, 1910, at 9 A. M., by American Lithographic Co., New York.

LENOX CLUB:—19,572.
For cigars, cigarettes and cheroots. Registered January 29, 1910, at 9 A. M., by I. Goldstein & Co., Baltimore, Md.

RUSSELL'S CROOKS:—19,573.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 29, 1910, at 9 A. M., by T. E. Brooks & Co., Red Lion, Pa.

ROBERTINA:—19,574.
For cigars, cigarettes and cheroots. Registered January 29, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

FONIA:—19,574.
For cigars, cigarettes and cheroots. Registered January 29, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

TOMTY:—19,575.
For cigars, cigarettes and cheroots. Registered January 29, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

TRANSFERS.

WHITE SATIN:—18,473.
Registered August 27, 1909, by Heywood, Strasser & Voigt Litho. Co., New York, has been transferred to American Cigar Co., New York, on January 26, 1910.

TRI-MOR:—17,212.
Registered February 12, 1909, by G. Baer & Son, Springfield, Mass., has been transferred January 25, 1910, to Wm. E. Noble, Springfield, Mass.

CORRECTION.

The titles PORTO RICO STICKS, HUNGARIAN GRAND CARDINAL, LUCKY CROSS, RUSSLAND, CUBAN ROLLS, TOBACCO ROLLS and PLANTATION ROLLS, published in our January 15th issue, should have been registered for cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff, for The North American Tobacco Co., instead of cigars, chewing and smoking tobacco.

WANTED: Cuttings, Scraps, Siftings FOR SALE: Cigar Scraps, Clean and Sound Write for Prices
The North American Tobacco Co., 236-248 BANK STREET NEWARK, NEW JERSEY

FACTORY 1839, FIRST DISTRICT, PENNA.

W. K. GRESH & SONS, Makers, Norristown, Pa.

T. J. DUNN & CO.
Makers of
The Bachelor Cigar
401-405 E. 91st Street, New York

GLOBE CIGAR CO.
Manufacturers of ***Fine Cigars***
EPHRATA, PA.
Prices and Quality will speak for themselves We supply each Jobber with Private Brand. Samples submitted to responsible buyers.

Factory No. 1645 Capacity, 50,000,000 a Year

VIRGINIA PERIQUE MIXTURE

FOR SALE BY ALL DEALERS

The American Tobacco Company New York

IF you are in the market for **Window Display Racks,** or any kind of **Mill Work,** you had better get our quotations before placing that order. We are better equipped to take care of the **Cigar Trades** Mill Work than any concern in the United States. *We know what you need.*

CIGAR BOXES CIGAR RIBBONS
ARTISTIC AND ORIGINAL CIGAR LABELS
Cigar Makers' Supplies Generally

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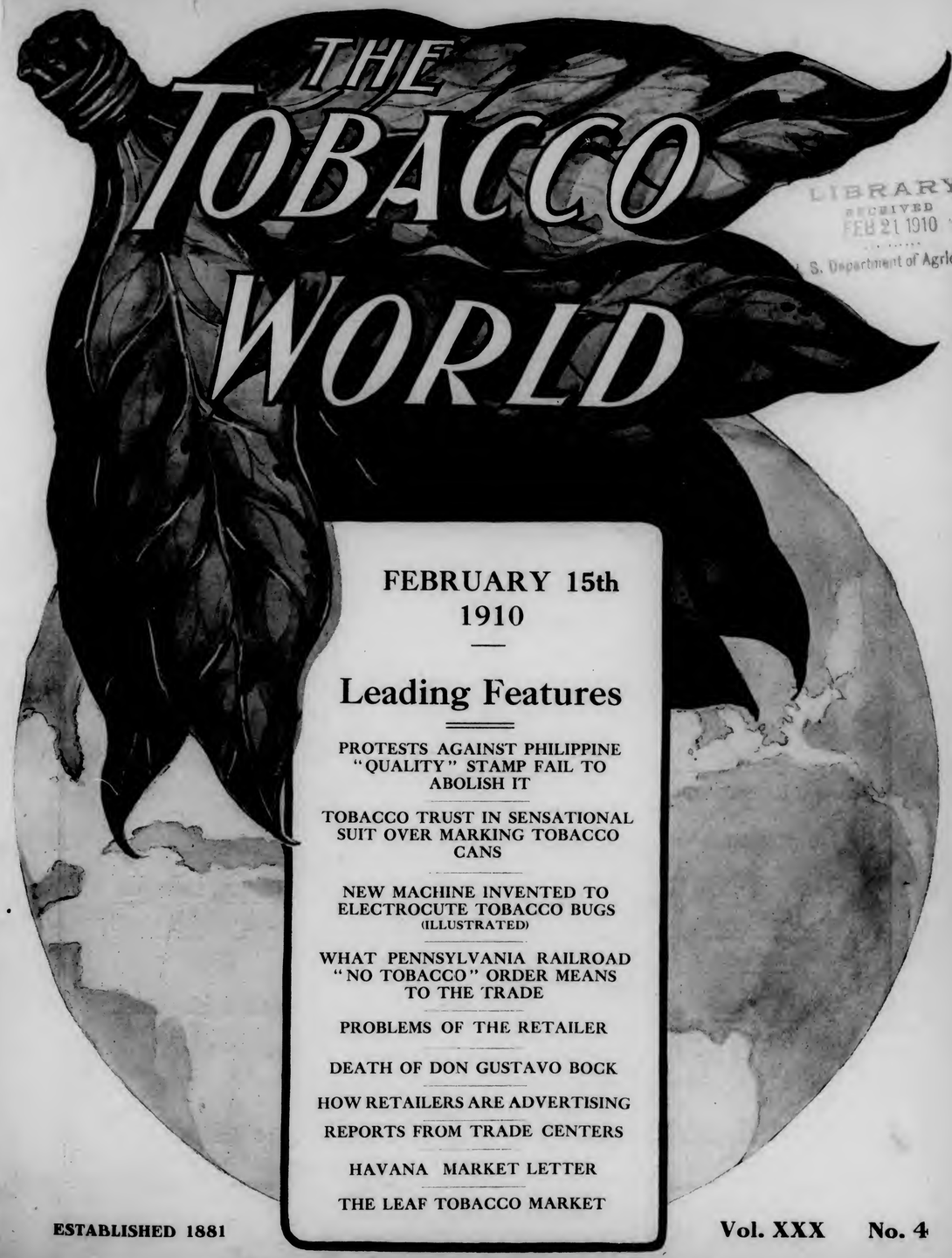

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1910

Leading Features

PROTESTS AGAINST PHILIPPINE "QUALITY" STAMP FAIL TO ABOLISH IT

TOBACCO TRUST IN SENSATIONAL SUIT OVER MARKING TOBACCO CANS

NEW MACHINE INVENTED TO ELECTROCUTE TOBACCO BUGS (ILLUSTRATED)

WHAT PENNSYLVANIA RAILROAD "NO TOBACCO" ORDER MEANS TO THE TRADE

PROBLEMS OF THE RETAILER

DEATH OF DON GUSTAVO BOCK

HOW RETAILERS ARE ADVERTISING

REPORTS FROM TRADE CENTERS

HAVANA MARKET LETTER

THE LEAF TOBACCO MARKET

ESTABLISHED 1881 Vol. XXX No. 4

PUBLICATION OFFICE: 102 South 12th St., Philadelphia

INTENTIONAL SECOND EXPOSURE

Are You a Live Wire?

No matter how strong an electric wire may be, it is dead and useless until charged with that powerful and mysterious fluid which gives it life and vitality.

Mr. Manufacturer, you will also find that it takes such a current to vitalize your business, spread your name before thousands of prosperous customers, advertise your products and open new accounts.

The new TOBACCO WORLD will supply this galvanic force for you.

Since the new management has taken hold of this magazine, you have seen the physical changes in its make-up, editorial treatment and general tone. The new WORLD speaks for itself in that respect.

But do you know how fast the WORLD'S circulation has been growing? We have compiled statistics from our books which show a net gain of 20 per cent. in circulation for the first five weeks in the new year. The new subscribers are scattered over every state in the Union, with New York, New Jersey, Ohio, Illinois, Michigan and California in the lead.

Every one of these new subscribers is either a big retailer, jobber, or manufacturer—every one a possible customer for some live house in the tobacco trade.

Do you want to reach them?

THE TOBACCO WORLD will bring you before them, help your salesmen reach them and supply that electric spark which starts business a humming.

Shall we turn on the current? Send for advertising rates.

THE TOBACCO WORLD

Advertising Department

Philadelphia, 102 S. 12th St. New York, 910 Hartford Bldg.

LIBERMAN SUCTION TABLES
RECOGNIZED STANDARD

Thimbles made to order to fit any desired shape of cigar head

TUCK CUTTERS AND CIGAR MAKERS' KNIVES

LIBERMAN MANUFACTURING COMPANY
812-814 Winter Street, Philadelphia. Pa.

SMOKE AND CHEW THE UNITED STATES TOBACCO CO'S NORTH POLE CUT PLUG

1⅔ oz. 5 Cents

"NORTH POLE" SMOKING TOBACCO

Read what Lieut. Peary says:

UNITED STATES TOBACCO CO.
Richmond, Va

Gentlemen:—I am indebted to the United States Tobacco Co., both on this expedition and on the last, for some specially packed "North Pole" Smoking Tobacco for the use of the expedition. This tobacco was most highly prized by both members of the party and the Eskimo, and assisted materially in passing many an hour of the long, dark winter night at Cape Sheridan."

(Signed) R. E. PEARY.

Also packed in 3 oz. Pouches
8 oz. and 16 oz. Tins

DON'T STAND IN YOUR OWN LIGHT

Remember for Sumatra Tobacco
The Best Address
H. DUYS & COMPANY
170 Water Street, New York

THE LEADING SUMATRA HOUSE

Growers and Packers of

FLORIDA TOBACCOS

WRITE FOR SAMPLES

SCHROEDER & ARGUIMBAU
178 WATER STREET, NEW YORK

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178 WATER STREET, NEW YORK

INTENTIONAL SECOND EXPOSURE

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Philadelphia

PORTUONDO

Juan F. Portuondo founded our business in 1869.

When a brand stands unbroken from Maine to California for forty years, there must be something in it.

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CLEAR HAVANA.

Is Now and Always Will Be the Best Five Cent Cigar Made
LOOKS LIKE 15 CENTS
SMOKES LIKE 10 CENTS
COSTS 5 CENTS

SIG. C. MAYER & CO.
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PHILADELPHIA
Factories Nos. 1, 15 and 153

CRESSMAN'S
COUNSELLOR
5¢ CIGAR
ALLEN R CRESSMAN SONS MAKERS PHILADA

BAYUK BROTHERS
"HAVANA RIBBON"
FIVE CENT CIGAR
PHILADELPHIA

NPSCHUTZ'S
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CIGARS
Made by 44 CIGAR CO. Inc. Philadelphia

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White Knight
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MADE BY
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KOHLER'S FAMOUS

5 cent Cigars
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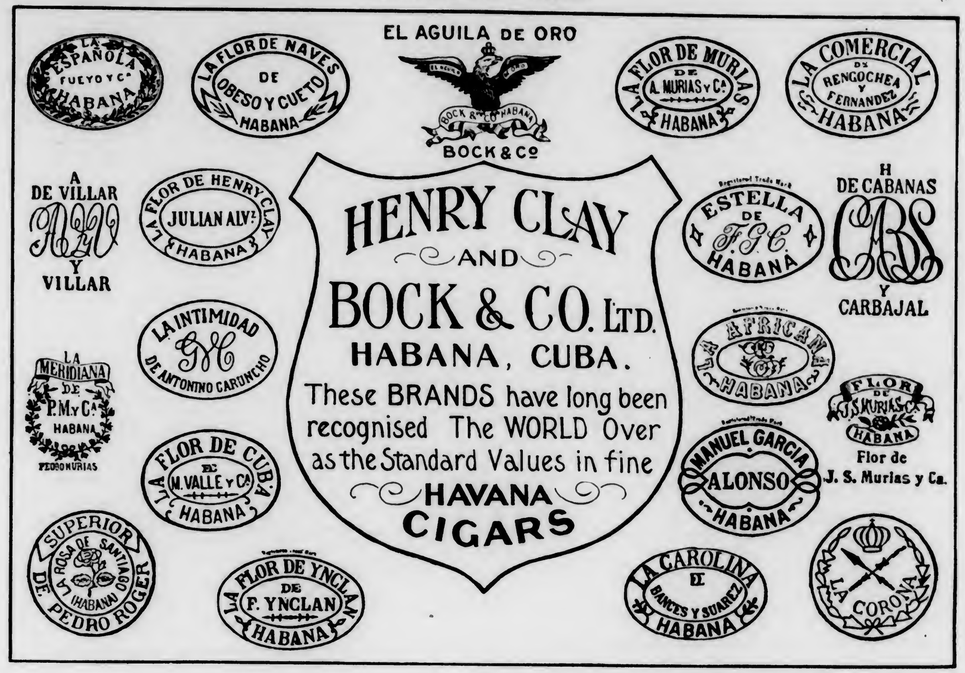
EL AGUILA DE ORO
BOCK & Co
HENRY CLAY AND BOCK & CO. LTD.
HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine
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LA ESPAÑOLA FUEYO Y Cª HABANA
LA FLOR DE NAVES DE OBESO Y CUETO HABANA
LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA
LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA
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H DE CABANAS CBS Y CARBAJAL
ESTELLA DE F.F.C. HABANA
LA INTIMIDAD GH DE ANTONIO CARUNCHO
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MANUEL GARCIA ALONSO HABANA
SUPERIOR ROSA DE SANTIAGO DE PEDRO ROGER HABANA
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LA CAROLINA EL BANCES Y SUAREZ HABANA
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BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

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Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States
76½ Pine Street, New York City

The American Tobacco Co.

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
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Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

FOR GENTLEMEN OF GOOD TASTE

SAN FELICE

5c A HIGH GRADE CIGAR FOR 5c

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

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Makers, : : Lima, Ohio

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FINE CIGARS

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A specialty of Private Brands for the Wholesale and Jobbing Trades.

Correspondence Solicited Samples on Application

Brands: The Bear, The Cub, Essie and Matthew Carey

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A. B. Hess Cigar Co.

LANCASTER, PA.

Manufacturers of High Grade Seed and Havana

CIGARS

Correspondence Invited from Responsible Houses

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Manufacturers of HIGH-GRADE UNION-MADE

5c. Cigars

for the Wholesale Trade Only

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McSHERRYSTOWN, PENNA.

W. R. DAUGHERTY & BRO.

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Manufacturers of

Fine Domestic Cigars

Highest Quality ✖ *Finest Packages*

Wholesale and Jobbing Trade Only

CORRESPONDENCE WITH ACTIVE HOUSES INVITED

CIGARS OF QUALITY SELL AND REPEAT

TRY

The Doctor

5c. Cigar

WALTER S. BARE, Lititz, Pa.

Makers of High-Grade Cigars Exclusively

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

—ARE THE—

CIGARS of the following Registered Brands:

"BRILLIANT STAR," Clear Havana . 10c.
"S. B.," Seed and Havana . . . . . 5c.
"KATHLEEN O'NEIL," . . . . . 5c.
"VUELTA SPRIGS," The Mellow Cigar 5c.

These brands sell on merit and constantly repeat. Try them and judge for yourself why this factory never shuts down

STAUFFER BROS. MFG. CO., New Holland, Pa.

We are offering to the trade, in lots to suit, OUR PACKING OF

Zimmer Spanish and Gebhardt Seed 1908 Loose Leaves

Bulk Sweated, Screened and Perfectly Sound and Dry, either in cases of 300 to 400 pounds each, or wire bound bales of 125 to 175 pounds each. In Lots of less than 20,000 pounds 3¾c actual weight net cash.

In Lots of more than 20,000 Pounds 3½c. actual weight net cash.

The 1908 crop of Ohio Loose Leaves has been pronounced to be the BEST QUALITY and HEAVIEST BODY LEAVES that have been on the market for some time. Sample cases or bales shipped upon advice.

DOWNARD & KOKING, 42 Vine Street, Cincinnati, O.

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and

Ready Reference for 1910

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The Tobacco World Corporation

Lord Lancaster, 10c.

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615 Market Street

PHILADELPHIA

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Critical Buyers always find it a pleasure to look over our samples. Samples cheerfully submitted upon request.

Packing Houses—FLORIN, PA., on Main Line of Penna. R. R., and 14 Mifflin St., LANCASTER, PA.

Office in FLORIN

Telephone 432-B P. O. Box 96

E. L. NISSLY & CO.

GROWERS AND PACKERS OF

CHOICE

CIGAR LEAF

TOBACCO

FINE B'S AND TOPS OUR SPECIALTY

MILTON H. RANCK

PACKER OF

Penna. Broad Leaf

Dealer in All Grades of

DOMESTIC CIGAR LEAF TOBACCOS

201-203 N. DUKE STREET

LANCASTER PENNA.

Trade Bringers

"MATCH IT"

CHEROOTS

Large Size 5 for 10c

Small Size 3 for 5c

Specialists on Cheroots and Little Cigars

Send for Samples of our

HAVANA CADETS

Retail 9 for 15c

We also make the well known brands of MANCHESTER STOGIES, BARNONE and EMPIRE WHIFFS (Little Cigars)

Manchester Cigar Mfg. Co.

118-20 South Howard Street

Baltimore, Md.

Philadelphia and Pennsylvania Representative F. B. Robertson, P. O. Box 425.

Louis C. Wagner & Co., Importers of Fine Cigar Labels and Bands

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O. Z. Voorburgwal 227 Amsterdam, Holland

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Enos Smith — Edmund H. Smith
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Importers of Sumatra and Havana and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane
Established 1840 — NEW YORK — Cable: "Nargil"

CRUMP BROS.
Importers and Packers of **Leaf Tobacco**
141-143 East Lake St., Chicago, Ill.

COLOR and CANCELLING STAMPS
Quaker City Stencil and Stamp Works
Incorporated
234 Arch Street, Philadelphia
LEAD SEALS and STENCILS

Michael Hose — A. F. Brillhart
Dallas Cigar Co.
MANUFACTURERS OF
CIGARS
AND DEALERS IN
Leaf Tobacco
Dallastown, Penna.

B. F. GOOD & CO.
PACKERS AND DEALERS IN *Leaf Tobacco*
NOS. 49-51 WEST JAMES STREET
LANCASTER, PENNA.

J. K. LEAMAN
Packer of and Dealer in **Leaf Tobacco**
Office and Salesroom
18 East Chestnut Street, LANCASTER, PA.
Warehouse: Bird-In-Hand, Lancaster Co., Pa.

INLAND CITY CIGAR BOX CO.
MANUFACTURERS OF
Cigar Boxes and Shipping Cases
DEALERS IN
LABELS, RIBBONS, EDGINGS
716-728 N. Christian St., - - LANCASTER, PA.

Describe the Flavor You Want
and our Laboratory will fit you out with complete satisfaction.
ACME EXTRACT AND CHEMICAL WORKS
E. G. ECKERT, Proprietor — HANOVER, PA.

LOUIS E. NEUMAN & CO.
129TH TO 130TH ST AND PARK AVE. N.Y.
CIGAR LABELS & SHOW CARDS
ALSO
IMPORTED
CIGAR BANDS

METAL EMBOSSED LABELS ENGRAVING — METAL PRINTED LABELS EMBOSSING
H. J. FLEISCHHAUER
CIGAR LABELS
238 Arch Street, Philadelphia
TELEPHONE 1561
LITHOGRAPHING — SPECIAL DESIGNS

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.
Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of
.:.Cigar Box Labels.:.
Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.
Send for Sample and Prices of our stock.

WESTERN OFFICE---PAUL PIERSON, MGR.
160 WASHINGTON ST., CHICAGO, ILL.

PENNSYLVANIA REPRESENTATIVE
A. E. WALLICK, YORK, PA.

CIGAR RIBBONS
Largest Assortment of PLAIN AND FANCY RIBBONS
Write for Sample Card and Price List to Department W
WM. WICKE RIBBON COMPANY
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain
36 EAST TWENTY-SECOND STREET, NEW YORK

For Genuine Sawed Cedar CIGAR BOXES, Go to — Established 1880
Keystone Cigar Box Co., Sellersville, Pa.
Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer
MONROE D. SELLERS, SELLERSVILLE, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
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PHILADELPHIA OFFICE, 573 BOURSE BLDG.
H. S. SPRINGER, Mgr.

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SAN FRANCISCO, 320 SANSOME ST.
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SPECIALTIES:
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NEW ORLEANS — SAN FRANCISCO
CIGAR LABELS
American Lithographic Co.
NEW YORK.
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Finest Imported Cigar Labels and Bands

MÖLLER, KÖKERITZ & CO.
New York Office, 25 Astor Place
American Representatives of
GEBRÜDER WEIGANG, Bautzen, Germany

B. F. HOFFMAN N. R. HOFFMAN
Buy Penna. Broad Leaf B's
DIRECT FROM PACKERS
HOFFMAN BROTHERS
GROWERS AND PACKERS
BAINBRIDGE, LANCASTER CO., PA.
Old B's Our Specialty {1905 1906 1907} Crops
Samples Gladly Submitted on Application

J. W BRENNEMAN Manufacturer of Fine Cigars
OUR PRINCIPAL, SR. 10c
OUR PRINCIPAL 5c
Correspondence with Jobbers Invited
110 and 112 W. Walnut St.
LANCASTER, PA.

Masterpiece
5 Cent CIGARS
Jeitles & Blumenthal, Ltd., Philadelphia.

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX
The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.
MADE BY
E. A. CONDAX & CO.
NEW YORK
The Originators of the
CONDAX STRAW TIPS

McSHERRYSTOWN CIGAR CO.
Manufacturers of
FINE CIGARS
Bearing Label of International Cigarmakers' Union
McSHERRYSTOWN, PA.

CIGAR

BOXES

THE NEW "WORLD" RECORD—20 PER CENT. GAIN IN CIRCULATION FIRST MONTH

The Tobacco World

Vol. XXX. PHILADELPHIA AND NEW YORK, FEBRUARY 15, 1910. No. 4.

Protests Fail to Remove Stamp.

American Manufacturers Appeal to Government to Stop Philippine Abuses.

WASHINGTON, Feb. 12th.

DESPITE the protests of the Cigar Manufacturers' Association of America, backed by numerous influential Congressmen, it is unlikely that the Bureau of Insular Affairs will stop the usage of the "standard of quality" stamp which the Philippine Government is placing on all cigars exported to the United States.

A delegation of the Cigar Manufacturers' Association, escorted by Congressman J. Van Vechten Olcott, called on Secretary of War Dickinson on February 7th to make formal protest against the Philippine stamp. The association was represented by Jac. Wertheim, of the United Cigar Manufacturers' Company, New York, President; A. M. Jenkinson, of Pittsburgh, Vice-President; H. G. Wasson, of Pittsburgh, Secretary, and Attorney Smith, the Washington counsel of the association, as well as I. S. Ellison, of the U. S. Tobacco Journal.

Speaking for the manufacturers, Mr. Wertheim averred that the continued use and abuse of this stamp, which states specifically over the name of the Government that the quality of the goods is guaranteed as being up to the standard and made under perfectly cleanly conditions, was working injury to the American manufacturers because some unprincipled merchants have been using this stamp as a cloak to foist a cheap grade of goods on the public and crowd out home-made, legitimate goods.

The objections which the manufacturers raised could be summarized as follows: First, that the appearance of the stamp was misleading; secondly, that the wording of the stamp was misleading, and, thirdly, that it stated what was untrue. A general protest was also made against the right of the Philippine Government to invent such a stamp to the detriment of American manufacturers, who, in their own State, were denied the use of a similar endorsement. It was pointed out that the appearance of the Philippine Coat of Arms with an eagle at

Continued on Next Page

AMERICA'S DEMAND—"LOWER THAT SAIL!"

Tobacco Trust Sued for $20,000,000.

Alleged Violation of Law in Placing Marks Upon Tins and Cans.

BALTIMORE, MD., Feb. 12th.

A SENSATIONAL suit for $20,000,000 damages was filed here to-day against the American Tobacco Company in the United States District Court. The complainant is John U. Barr of New York, who is represented by Attorney Geo. S. Solter.

The suit has grown out of the alleged violation of Section 490 of the Revised Statutes of the United States, which went into effect December 1, 1873.

The American Company is charged with placing marks on tobacco cans and tins to the effect that they were "Licensed under Patent No. 812 and 175," when in reality they were unpatented.

The alleged violation of the law is averred to have taken place on March 1, 1909, when the American Company placed the mark in question upon tobacco tins and cans. As a result of this, the plaintiff said he was injured and claims to be entitled to $30,000. On another charge in the same bill the plaintiff claims an additional amount, which would bring the damages up to $20,000,000.

The attorneys in the case, when interviewed by your correspondent, refused to discuss the suit, stating that the bill filed explains itself. Just how the American Company violated the law and to what products these alleged violations apply was not made clear.

A search of the New York Telephone and City Directories failed to reveal the residence or whereabouts of Mr. Barr, the complainant.

Now Neumann-Mayer

THE TOBACCO WORLD learned that a change was about being effected in the personnel of the firm of Morris D. Neumann & Co., cigar manufacturers in Philadelphia. The information was also practically substantiated from reliable sources, that by the admission into the firm of Leo W. Mayer, formerly of The Hilson Company, of New York, the firm name will be changed to The Neumann & Mayer Company.

Protests Against Philippine Stamp

(Continued)

the top, was so similar to that of the United States that a casual buyer would assume that it was an emblem of this country.

In support of the second objection it was urged that the use of the words "Government inspection" and "Bureau of Internal Revenue" led to the general belief that it was the United States Government that was putting on these stamps.

Secretary Dickinson listened with interest to the protest and referred the delegation to General Clarence R. Edwards, Chief of the Bureau of Insular Affairs. Both Mr. Dickinson and General Edwards promised to go into the matter specifically and see what could be done to alleviate the conditions. However, General Edwards informed the committee that he had already issued orders that the stamp must show on its face that it was not a United States document, but was issued solely by the Philippine Government. He also stated that as long as this stamp does not interfere with the conspicuous display of the regular Internal Revenue stamp he could not intervene.

When the delegation opened their audience with General Edwards, he quickly summoned Mr. Legarda, the Philippine representative in Congress, and Messrs. Rosales and Corea, who are members of the Compagnie General des Tabacos de Filipinos, which company is one of the largest cigar manufacturing concerns on the island. These Filipinos listened with interest to the protest of the American manufacturers, but refused to yield. They urged that the Government inspection was rigid and that the stamp did not state anything which could not be proved as true.

Messrs. Jenkinson and Wertheim made it plain to these foreign representatives that if the Manila manufacturers wished to form an association of their own and use a stamp guaranteeing the quality, similar to that which is used by the Havana and Key West manufacturers, the American makers would offer no objection, but what they objected to was that the Government should issue such a certificate of character.

Congressmen Dalzell and Barchfeld, representing the Pittsburgh district of Pennsylvania, and Congressman Greist, of the Lancaster district, are much interested in the action, representing, as they do, big cigar manufacturing clientele.

Congressman Olcott, speaking of the possible outcome of the protest, stated that if these stamps or placards are not abolished by the Revenue Bureau, some action will undoubtedly be taken by Congress to prohibit their use in the future.

Along this line Senator Heyburn, Chairman of the Committee of Manufacturers, has prepared a bill which is general in its aims and can be construed to prevent the misuse of the Manila stamp. This bill provides "That it shall be unlawful for any person, association of persons, or corporation to place any mark, sign, or insignia upon any package, label, covering or wrapping of any article of food or medicine, stating in words or effect that the contents of such package are guaranteed by the Government of the United States under the Pure Food and Drug Act of June 30, 1906, or guaranteed or recommended in any manner by the Government of the United States.

Smyrna's Tobacco Export to United States.

Exports of tobacco from Smyrna to the United States for the fiscal year 1908-9 was 1,129,300. America was the largest customers, barring Austria, who bought 1,267,300 pounds. The imports of leaf tobacco into the United States from both Asiatic and European Turkey in the fiscal year 1908 amounted to 4,820,182 pounds, against 7,225,412 pounds in 1907 and 3,090,106 pounds in 1906.

Gustavo Bock Dies in Havana

Managing Director of Henry Clay, Bock & Co., Ltd. Succumbs to Pneumonia

Special Cable to the "Tobacco World"

HAVANA, CUBA, Feb. 15th.

DON GUSTAVO BOCK, managing director of Henry Clay and Bock & Co., Ltd., one of the foremost cigar manufacturers in Cuba, died at his home here this morning of pneumonia. Mr. Bock had been ill for several weeks with a cold which confined him to his home, and which later developed into fatal pneumonia.

His death removes from the Havana market not only one of its leading business men, but a man who has devoted much of his life to public affairs and charity works. Everywhere cigars are sold in America, and, in fact, it may be said, almost the entire civilized world, the name of Bock at once conjures up a standard of high merchandise and the cleanest of business methods.

Mr. Bock was born seventy-three years ago in Germany, and came to Cuba at an early age. He entered the tobacco business and in a short time built up a fortune and a business that extended principally to the United States.

In 1888 he became associated with Don T. de P. Alvariz in founding the firm of Henry Clay and Bock & Co., Ltd. This concern was backed largely by British capital, and under the guidance of Mr. Bock expanded rapidly.

It was during Mr. Bock's regime as managing director that the brands of La Carolina, Emanuel Garcia, La Espanola, La Comercial and other well-known cigars reached the height of their popularity.

Besides his connection with this company, Mr. Bock was also president of the Havana Tobacco Company.

Arrangements for his funeral have not yet been announced. His death has occasioned deep regret and mourning among the members of the trade here.

Globe Tobacco Company's Affairs.

At their main offices in Detroit, Mich., on February 7th, occurred the annual meeting of the stockholders of the Globe Tobacco Company, one of the leading manufacturers of plug and smoking tobaccos in the Detroit district. The report of the treasurer and general manger, Walter R. Hamper, was read and showed that the company had done a most satisfactory business during the past year and was in finer shape financially and in every other respect than it had ever been before. The election of directors returned the following board: Walter R. Hamper, Reuben Kempf, Homer McGraw, Aug. S. Stellwagen, Wm. T. McGraw.

The officers for the ensuing year remain the same as last: Homer McGraw, president; Reuben Kempf, vice-president; Walter R. Hamper, secretary-treasurer and general manager.

Sylvester & Stern's Big Sale.

Through Ruth & Driscoll, tobacco brokers, Mr. R. G. Sullivan, cigar manufacturer, of Manchester, N. M., has purchased 3,000 bales of Havana from Sylvester & Stern, the well-known New York leaf dealers. The Havana was of the famous "Remedios" packing and will be used by Mr. Sullivan in the manufacture of his well-known brand of "7-20-4" cigars, which are probably the best selling brand in New England. This brand has been before the public for more than thirty years, and each year has seen an increase in the output, which to-day taxes the splendid manufacturing facilities of Mr. Sullivan's plant.

HEAVEN only knows where he dropped from. I was standing in the rear of one of Broadway's most popular cigar stores last week talking to the manager when I noticed him leaning heavily on the showcase of imported goods, none of which sold for less than 25 cents each. He certainly was disreputable looking and he certainly was drunk. An old battered hat surmounted a face which had not felt a razor for a week at least. A shabby overcoat scarcely covered a shabbier suit and his trousers were well fringed at the shoe tops.

Two jobless actors walked in and he quickly accosted them. "Will you gentlemen join me in a smoke?" he hiccoughed. They sized him up and answered, "Certainly, old pal." He turned to the salesman behind the counter and called for three 50-cent cigars. The salesman looked him over, grinned mockingly, and waited on another customer. The actors hung around to see what would happen.

The bibulous one waited probably five minutes and then blurted out, "Well, if you won't give me fifty-centers, give me three five-centers." The salesman grinned more mockingly than before, reached back on the shelf and pushed out a box of "Owls." The bibulous one helped his two newly found acquaintances, placed one between his teeth, and then struck his hand deep down in the pocket of his aforementioned shabby trousers, and pulled out a wad of yellow backs, which made the salesman turn green with envy. He fumblingly peeled off a twenty-dollar bill, waited for his change; took ten minutes to count the $19.85 returned him and the last glimpse of him vouchsafed the manager, salesman and myself was that of a filler for a human sandwich, with the two actors playing the bread role as the trio disappeared into a saloon, where he probably got what he ordered.

* * *

You have often heard of the old-time trick of making smoke come out of your ears and eyes, but you have probably never heard of the stunt which T. W. Sergeant, of Rochester, is performing these days. Recently, Mr. Sergeant was compelled to undergo an operation on his throat and a tube was inserted in his neck so that he could breathe through it, his nose or mouth being blocked. With this tube, he draws in his breath through a hole in his neck and is going about the country exhibiting this wonderful act to the various medical students. Recently, in a demonstration at New Orleans, Sergeant placed a cigarette in the tube and proceeded to smoke it with apparent ease and delight.

Few retailers who handle the old-fashioned corn cob pipe are aware that throughout the Middle West whole acres of farm land are devoted exclusively to the raising of cobs suitable for pipe bowls. The grain of this corn is marketed, but the cob on which it grows is the real harvest. These ends are rounded smooth and polished and the inner pulp taken out by machinery. The American corn cob pipe is being exported to-day into every country in the world, being in special favor in Australia and New Zealand, where they are regarded as characteristically American because they suggest the idea of Yankee ingenuity. Briar pipes are in favor with English smokers, meerschaums still hold favor with German and Austrian smokers, but the corn cob seems to have a place near to the heart of the American smoker.

Here's a good one that was slipped me at the expense of the United Stores Company the other day. It is freely admitted the big company has an exceptionally clever lot of salesmen, but they are also bound, once in a while, to get hold of some blockheads on the force, who, by the way, do not last long.

As is well known, the United have a store space in the Siegel-Cooper Company Big Store, at 18th street and 6th avenue, though under the provisions of their arrangement, the company's sign does not appear. I walked in the Siegel-Cooper shop recently and bought a package of cigarettes, paying 19 cents for them.

The day following, I entered the United Store directly across the street, on 18th street, and bought a package of the same brand and the salesman charged me 20 cents for them. I called his attention to the fact that the store across the street only charged me 19 cents for the same goods, and asked the reason. He became incensed at once, and said, "What do you want, anyway? You don't get any profit-sharing coupons over there, do you?"

* * *

I heard the other day of a one-arm man who is saving tobacco coupons with which to procure an artificial arm. He has now saved 100 coupons and when he has 1900 more, he can blossom out with an arm, which, according to the illustrations in the books, promises to be better than the original one. For 40,000 coupons an artificial leg can be obtained. A legless man has figured out that he will have to smoke $4,000 worth of tobacco to get a pair of legs, but he does not think his constitution will stand this strain.

* * *

Actresses are noted for their many idiosyncracies, but I heard of a brand new one last week which should stimulate the cigarette business. A prominent stage woman, well known along Broadway, recently suffered the loss of her husband through death. Instead of adopting the old-style mourning veil and sombre clothes, she elected to have a deep mourning band put on her favorite brand of cigarettes.

She evidently wants to keep her "hubby" company smoking.

* * *

It is amusing to learn of the latest reform movement in the London Stock Exchange, which forbids smoking in the "House." Heretofore it has been a time-honored custom of members of the Exchange to light up their pipes, cigars and cigarettes during the last half hour of business. To this no one objected, but gradually the smokers moved forward the hour of smoking until it became nearly an all-day practice.

The Committee of the "House" met in solemn conclave and placed a ban on smoking altogether during business hours. Our London friends who have been faithful devotees of the pipe will no doubt suffer some inconvenience from this new rule. Their brother brokers in the Paris Bourse and in the New York Stock Exchange enjoy this freedom and their market places are clouded all day with thick smoke.

If the New York Stock Exchange should attempt to follow in the footsteps of London, what a howl would be raised!

THE ONLOOKER.

NEW MACHINE ELECTROCUTES TOBACCO BUGS

FRANKLIN S. SMITH,
The Inventor.

THE ELECTRIC STERILIZER. (Weight 3000 lbs.)

Only two laboring men are necessary to operate the Sterilizer to load the conveyer and keep it clear. Specially made vacuum tubes are in the hanging boxes on each side of the tunnel through which the conveyer runs. The larger box to the left contains electric machinery by which the ordinary current is stepped up to the high voltage necessary to kill germ life in the eggs.

A METHOD of killing the destructive "tobacco bug," which causes a loss of $1,000,000 a year to the cigar manufacturer and leaf dealer, has been found, and the great problem of the tobacco trade, one which the United States government has wrestled with for years without success, it is believed has been solved by a young man not yet in his thirties.

By his process, not only is the grown beetle destroyed, but the young and the unhatched eggs are sterilized without injury to the tobacco. This apparent miracle is not performed by the use of chemicals and heat, recommended by the Agricultural Department, but found to possess little practical value by the manufacturers. The new process is electrical.

The ruinous bug and his devastating family are almost literally electrocuted like a criminal in the fatal chair. This result is achieved by the simple process of running the tobacco through a machine. The discoverer of the new process is Franklin S. Smith, of 24 South American street, Philadelphia. He also is the inventor of the machine which does the work and which he calls the Electri-Sterilizer. The machine is covered by patents both in the United States and foreign countries.

Of the insects, injurious to cured obacco, none approach, in economic importance, the species known as the "cigarette beetle." Working, as it does in all kinds of cured tobacco and living in tobacco during all stages of its existence, it damages cigarettes and cigars by boring out of them, making round holes in the wrappers so that the "smokes" will not draw. Leaf tobacco and fine cuts are also injured by holes and by the reduction of the amount due to the maw of the bug.

The beetle is found in Havana and most of the factories and warehouses of the Southern States. Observations upon the life history of the pest were made some years ago for the United States by Professor George F. Atkinson, of the North Carolina Agricultural Experimental Station, and by Mr. Chittenden, of the Division of Entomology.

As a result of their experiments, the tobacco men learned that in a warm room the entire life round of the insect from egg to maturity took place in 47 days, and that the beetle is increasing at a rapid rate. As a remedy the experts recommended fumigation with bisulphide of carbon and cleanliness. In small establishments this method was comparatively simple; but in large factories it was not such an easy matter. At the same time, it was recognized that it was as much as the reputation of a factory was worth to allow goods to go out containing the insect in any form.

When the fumigating process was tried and found to interfere with the flavor of the tobacco, the manufacturer turned to the steaming process with like result. Although it was admitted that the fumes of bisulphide of carbon would kill the grown bug it was found that they did not destroy the life in the egg, which later hatched out to continue the work of destruction.

The only method found to bring any success whatever and the one at present used in most large establishments is the cold storage process. By means of keeping the tobacco, cigars and cigarettes in a cold atmosphere the eggs were held in statu quo. But even this method was found to be only temporary, for as soon as the cigars and cigarettes were sold and placed in the warm showcases of the retail dealer the eggs hatched out and ruined the manufactured goods, which loss had to be made up by the manufacturer.

The great achievement of killing not only the living bug but also sterilizing the egg so that it will not hatch out, is the claim of the Electri-Sterilizer.

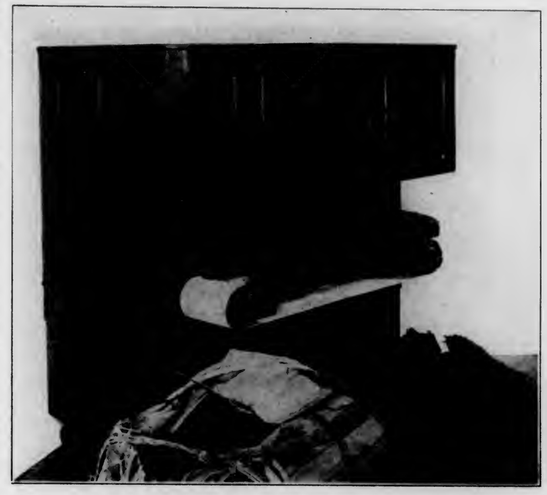
The machine consists of a conveyor, running through a tunnel capable of handling tobacco in bales at the rate of a bale a minute. On both sides of the tunnel about the middle of the conveyor are special vacuum tubes on the order of Crookes tubes, which emit a powerful X-ray, penetrating the bale without removing even the plam leaf cover.

The machine is built to work on a current of any initial velocity at hand. It may even be attached to the ordinary electric light burner, the voltage being "stepped up" through transformers to 150,000 volts A. C. and then rectified before passing through the tubes. In this way the ordinary current is made life destroying.

When once started the machine is automatic and all that is necessary to run it is two men, one at each end of the conveyor to handle the bales as they come through the deadly rays.

For the use of smaller cigar factories a little machine has been designed by means of which tobacco in carrots and even cigars and cigarettes may be sterilized without breaking the package. So powerful is the destructive medium that the rays work just as effectively through wood or paper boxes.

In testing out his machine in his experimental workshops the inventor divided infested carrots and after running one-half of each carrot through the sterilizer he placed all the tobacco in spearate incubators. In ten days the unsterilized tobacco hatched out. The incubator was full of young beetles. But the sterlized tobacco remained as it was. Not a single bug appeared in the other incubator. Although the microscope showed the presence of innumerable unhatched eggs, no amount of incubation could bring them to life after the electric rays had done their deadly work.



SMALLER ELECTRI-STERILIZER
For Handling Carrots, Cigar Boxes and Cigarettes, in the Bulk

Wheeling Stogie Makers Uneasy.

Recently several hundred stogie makers quit work at the Pollack factory at Wheeling, W. Va., owing to a shortage of supplies caused by a strike of the strippers' union, which is composed mostly of women and girls. Two factories are being operated, the main estiblishment being on Water street and a branch factory in the East End. According to a statement given out by some of the employees a man had been doing to weighing at the East End factory at a weekly salary, and that the Company decided to ask the members of the strippers' union to do this weighing, but after a conference the strippers informed the management that they would do the weighing provided that they were paid at the rate of a half a cent a pound. The management, it is said, was unwilling to pay quite so much and a strike ensued.

Subsequently a meeting of the striking employees was held with the management of the factory but no agreement was arrived at. The consensus of opinion of other manufacturers of Wheeling is that adequate compensation was offered for the labor entailed in the work, and that the striking employees were endeavoring to exact an unreasonably high rate of pay.

Bonded Warehouse for Dayton.

It is reported that a bonded warehouse will be opened at Dayton, Ohio, by the American Cigar Co. This step is taken so as to keep the stock of Havana and Sumatra tobacco in Dayton closer to the factory instead of carrying it, as heretofore, in the New York bonded warehouse. Some idea of the American's output can be gained by the statement that they manufactured 24,000,000 cigars last year and had to turn down orders for $1,000,000 worth, which they could not fill.

The firm of Donaldson & Isep Cigar Co. has been capitalized with a capital of $10,000 in Chicago to manufacture and deal in cigars and tobacco product. The incorporators are F. L. Donaldson, J. R. Isep and E. C. Mainberg.

Elmira Loses its John I Factory.

Removal of the stock and machinery of the Nicks Tobacco Co., of Elmira, N. Y., to the plant of the Penn Tobacco Co., at Wilkes-Barre, Pa., has been completed. The Nicks Co. was one of Elmira's pioneer industries, having been conducted for years on Railroad avenue, where "John I" and several other well-known brands of smoking and chewing tobacco were manufactured and shipped to all parts of the country. The "John I" brand helped to make Elmira famous. It was originated about sixty-two years ago, when John I Nicks, then conducting a tobacco store, introduced it. "Climax" and other well-known brands of tobacco followed and at the time of his death, the business was continued by his son, John E. Nicks.

United's $410,000 Lease in Denver.

The United Cigar Stores Co. of New York, has leased the Graham Bldg. at Sixteenth and Curtis streets, Denver, Col., for a period of ten years at a total rental of $4,000. Under the agreement the United will pay $35,000 the first year, $40,000 for each of the next four years and $43,000 a year for the remaining five years. It is stated that the United will spend $15,000 immediately on improvements, fitting out a retail store.

The United has closed seven other leases for stores in Denver and is in search of other locations.

To Push "Plums" in the South.

The first large shipment—a half million—of "Havana Plums" reached the Capital City Cigar Company, Atlanta, Georgia, last week. This company, through its president John W. Davis, has made arrangements to distribute the "Plums" throughout the South and will conduct on aggressive advertising campaign to introduce the goods.

PROBLEMS OF THE RETAILER

How to Meet Vagaries of the Smoker.

THE experienced cigar store clerk will recall the numerous instances on which he was called upon to handle a customer who complains that the brand which he had been smoking regularly for some time, was "not as good as it used to be." An interesting hint may be obtained, by considering an experience related by a traveling salesman of one of the big clear Havana houses—a house that is reputed to make cigars that are always as fine as tobacco grows.

"It was in the private office of a large store, where both a retail and jobbing business was conducted, and as we were having a lot of shop talk together, the proprietor remarked that while he was still selling a considerable quantity of the goods made by my house, he did so because he had customers who called for them, and ventured the further remark that he did not push the goods because, personally, he did not like them.

"When he was asked what kind of a cigar he preferred, he replied that his liking was a clear Havana cigar, full bodied or, rather, short and thick as to size. A young man was called in from the retail department and asked to bring us two of the Club House size of the brand made by my house. They were lighted and after having been partially consumed, I inquired how he liked it, to which he responded that he did not like it at all. Naturally, I asked him what was the matter.

"With a shrug of his shoulders and a puckered up face, he frankly admitted that he did not know, but the cigar did not seem to taste just right to him. Then after a few more puffs, he ventured the suggestion that it might be that the cigar was not quite strong enough for him. Consequently, I asked him to throw it away and invited him to come out and have a sip of wine with me, but he gracefully excused himself, saying that he made it a rule not to participate during business hours. It was with some difficulty that I succeeded in convincing him that I merely wanted him to get the taste of that cigar out of his mouth and eventually succeeded in persuading him to rinse his mouth with a swallow of fresh water.

"He said he would gladly do so and shortly after I again asked the clerk from the retail department to bring us two cigars of a different size and shape, but of the same brand. These were brought in, lighted and puffed upon for some little time, when, suddenly I observed an expression of satisfaction settle upon my customer's face, and he said:

"'Why, that is really fine. In fact it is one of the best cigars, I believe, that I have smoked in a long time and it is no more like that other one than as though it had been made by an entirely different factory.'

"That must be the answer, said I. You thought you wanted a stronger cigar; but in reality, what you did want was something milder.

"'Do you mean to tell me, said the customer, that there is a difference in the strength between the different sizes of your brands?'

"Why, certainly, and not only that it is true as regards our own cigars, but it is really also the case in the product of any well regulated clear Havana factory.

"'Well,' said the customer, 'I had always supposed that especially in the case of clear Havana cigars, the tobaccos would have been so delicately blended that the different sizes of the same brand would have precisely the same strength and flavor.'

"It was necessary for me to explain at great length that it is customary in clear Havana factories to select the lighter bodied and milder leaves of tobacco for the thinner sizes of cigars, while the heavier, fuller bodied leaves went into the shorter and thicker cigars of the Perfecto and Club House type.

"It then dawned upon him that in view of these facts it was readily possible that such a mistake might be frequently made by the man behind the cigar counters. When smokers have been smoking those particular sizes of cigars which usually contain the heavier bodied and necessarily stronger tobaccos, they may occasionally complain that the brand does not seem to be as good as it used to be and they are convinced that they are not getting the same amount of satisfaction as they did at first."

Right here is where the cigar store clerk may make a mistake by attempting to switch a smoker to a similar size of some other brand of clear Havanas, when the customer in reality wanted a milder cigar. Therefore it would often prove to have been far better if the clerk had switched the smoker to a thinner, milder cigar, whether of the same or some other brand, and in fact, in some cases it would be even better if the smoker could be induced to change, at least temporarily, from clear Havanas and try a mild seed and Havana cigar.

When that is done, a smoker's taste may in time resume its normal tone, and in time he will again enjoy the strong, full bodied sizes of clear Havana cigars just as well as he always did.

Two-Minute Chat with Retailers.

THE successful retailer will study his business just as closely as he would study a text book. In other words, he should be constantly a student.

No student feels quite so confident of the result of his endeavors when examination day comes around, as he did while the work was in progress. It may be that he will slide through by good fortune for a time or two, but in the long run he may fail to pass.

This theory, we believe, applies with equal force to every man in the retail business. If the man is truly desirous of forcing himself ahead to success, he must necessarily first have laid a good foundation and he can do that best by considering every new business experience as a lesson and to store away the results of those lessons in his memory cells, where they can be drawn upon at the most advantageous and desirable time.

The real experience of one's self, one battle to overcome obstacles which was planned and executed by the retailer, is worth more to him than by hearing of several such experiences which others have had. But why? Because he has every detail indelibly stamped on his memory, where it can be used at his will. If, therefore, he was as careful to stamp the experience of others on his own memory, it would probably save him many unpleasant trials, for experience is after all the real business text book, whether they are one's own or belong to others, and the more of them stored away by us, where they can be drawn upon easily, the better prepared we are for the emergency which may come up every little while, when one must quickly act in deciding between different courses of action.

Experiences that are forgotten are just like a business text book that has been thrown away.

Heart to Heart Talk with Clerks.

THE observing cigar store clerk will be very guarded of his conversation and will confine himself to business conversation during business hours, for levity is always unbecoming in a store. It is decidedly out of place for him to indulge in talking about the play, or about a game, or a possible election.

The clerk and his employer are banded together for increased business and their thoughts must be centered on it. All interchange of ideas must be those that make for efficiency.

When properly applied, the cigar store clerk's power is wonderful. There is hardly any achievement that is out of his reach, but he should guard well his thoughts and actions. Concentrate the mind upon the thing he aspires to. Prepare and always be prepared for success. By fitting himself during every hour of the day by doing the thing at hand better than it was ever before done, he is ready to go higher up with each succeeding step.

Tom Keene Window Displays.

Goldsmith & Arndt, distributing agents of the Tom Keene cigars, made by Bondy & Lederer, New York, promise us some more attractive window displays on that brand of cigars and for that purpose there has been secured the services of Dr. J. A. Rosenheim, a specialist in that line of work and who is expected to make his advent at an early date. Goldsmith & Arndt were recently visited by C. Martin and S. J. Lindau, representatives of the El Provedo factory, in Southern territory.

This firm has recently secured the services of J. C. Seaman as a salesman. Mr. Seaman was formerly connected as a salesman with Frings Bros. Co., West Philadelphia jobbers.

Wholesale Cigar Business on Co-operative Basis.

Joseph P. Whitwell, wholesale and retail cigar dealer, 374 Robert street, St. Paul, Minn., has purchased the wholesale business of the Hugo Steinmueller Company, 49 E. Third street. The name of the latter firm will be retained and the two establishments will be run separately. It is Mr. Whitwell's intention to put the new store on a co-operative basis by selling shares of the stock to employees.

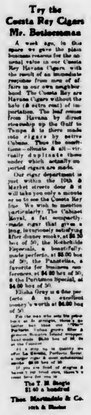
Mr. Steinmueller, who retires, has been in the cigar business for a score of years.

Martindale Advertising Cuesta Reys.

A series of well-written advertisements has been run recently in the Philadelphia newspapers by the Thos. Martindale Company exploiting Cuesta Rey cigars. Among other things the advertisements state that the "Cuesta Rey are Havana cigars with halo (and extra cost) of importation. The leaf comes from Havana by direct steamship up the gulf to Tampa and is there made into cigars by native Cubans. Thus the conditions—climate and all—virtually duplicate those under which the actual cigars are made."

The advertisement offers Cabinet Royals at $5.50 for a box of fifty, Rothschilds Especials at $5 a box, Panetallas at $4.50 a box, and Puritanos Specials at $4. These advertisements proved active trade bringers and the cigar department reflected the increased business.

The advertisements of Martindale are always unique and convincing and this house has evidently struck the right trail in the matter of handling its publicity to the consumer.


Try the
Cuesta Rey Cigars
Mr. Businessman

A week ago, in this space we gave the plain business reasons why you should smoke Cuesta Rey Havana Cigars, with the result of an immediate response from now on all here in our own neighborhood. The Cuesta Rey are Havana Cigars without the halo (& extra cost) of importation. The leaf comes from Havana by direct steamship up the Gulf to Tampa & is there made into cigars by native Cubans. Thus the conditions—climate & all—virtually duplicate those under which actually imported cigars are made.

Our cigar department is now ready to fill your mail order orders for 1 to 1000 & will take you only a minute or so to use the Cuesta Rey line. We wish to mention particularly, The Cabinet Royal, a fat, symmetrically made cigar that gives a long, cool smoke, at $5.50 box of 50; the Rothschilds Especials, a beautifully made perfecto, at $5.00 box of 50; the Panatellas, a favorite for business occasions, at $4.50 box of 50; & the Puritanos Special, at $4.00 box of 50.

Make trial or a fine portfolio. A 10c cigar at 5c each, Cuesta Rey's worth at $6.00 box of 50.

For the man who ask the price of a cigar before he buys, the Puritanos Special gives the 5 cent smoke at 4 cents each. Make box of 50 $4.00.

If you are tired of cigars, haven't the time now, there's a Cuesta Rey for you.

Thos. Martindale & Co.
Cigars & Stogies

Late Retail Bulletins

R. Markovitz has opened a retail cigar at 85 Plume street, Norfolk, Va. During his opening week he had a special sale of "Sister Cubans," nickel goods, and "Basanios," a six cent smoker. Mr. Markovitz was formerly in business in Baltimore and this is his first venture in Norfolk.

Motter & Guernsey have opened a cigar stand at 203 Washington street, Boston. They are carrying a big line of popular price goods and will make a specialty of box trade. On the opening day, handsome leather cigar cases were given away as souvenirs with each purchase of goods amounting to 25 cents or more. H. D. Motter, of this firm, was for twelve years manager of the cigar department of the Eastern Drug Co.

The United Cigar Stores Co. have leased a location at 144 Fifth Ave., New York, which they will occupy as a retail store as soon as the alterations are completed.

The chief clerks and district inspectors of the United Cigar Stores were entertained at a banquet in the Continental Hotel, Philadelphia, recently.

An artistic window display of the "Top Wave" brand of chewing and smoking tobacco manufactured by Clark & Snover, was given in the windows of O'Hara's Spruce Street cigar shop in Scranton last week. "Top Wave" is a new brand which is just being marketed by the manufacturers, who were quick to realize the drawing powers of a good window display.

A cigar factory has been opened by John Stahl at 115 N. Second street, Peoria, Ill.

J. A. Umpleby, a cigar dealer at Gary, Ind., has bought out his partner, F. E. Decker. Mr Decker says he will start a store shortly elsewhere.

R. J. & Morris Thornberg, of Joliet, Ill., have opened a wholesale cigar, tobacco and candy store at Chicago Heights. Morris was lately with the Cudahy Packing Company, of Chicago Heights.

Old Time Tobacco Manufacturer Retires.

Joseph N. Cullingworth, proprietor of Jos. N. Cullingworth, Inc., manufacturers of tobacco at Richmond, Va., has retired from business after a successful career of thirty-two years and has sold his plant to J. H. Maclin & Son, of Petersburg. It is understood that the Maclins will move their factory to Petersburg and combine it with their present establishment. As a mark of their esteem, the employes of the factory presented Mr. Cullingworth with a solid silver loving cup.

What "No Tobacco" Rule Means To Manufacturers

Statisticians figuring the loss to the tobacco interests which would result from the Pennsylvania Railroad, enforcing its "No Tobbaco" rule, arrive at the following:

Number of employes of Pennsylvania Railrood—316,000.
Tobacco users, smoking and chewing—237,000.
Tobacco used, average one man on duty, in a year—50 pounds.
Cost per pound—50 cents.
Cost of tobacco in one year per man—$25.00.
Total cost of all tobacco consumed on duty—$5,925,000.

Pennsy Forbids Use of Tobacco.

Railroad to Enforce Edict Among All Employees while on Duty.

SINCE the Pennsylvania Railroad issued its edict last week against all employes using tobacco while on duty, statisticians have been at work to show that as a result of this rule the tobacco interests will suffer a loss of approximately $5,000,000 a year.

While this "No Tobacco" rule has been on the books of the Pennsylvania Railroad for some years, it has never been rigidly enforced. The latest announcement that the railroad intends to enforce it means that all employes caught in the act will be suspended and if the offence is repeated, discharge will follow.

There is no doubt that the railroaders,, if they live up to the letter of the law, will suffer considerable hardship. Since railroading began, chewing and smoking has been a favorite habit of the employes, especially among freight brakemen, firemen, engineers and round-house employes. A general holler has gone up from this class of men and it is unlikely that the rule will be enforced.

In defence of this order the railroad company says that it has been compelled to enforce this matter because of the great need of adopting means for maintaining strict sanitation and cleanliness.

A Special Lot of Zimmer Spanish and Gebhardt Seed Leaves.

In this issue Downard & Koking, well known Cincinnati leaf dealers, make a special offer, in lots to suit, of their packing of Zimmer Spanish and Gebhardt seed 1908 loose leaves, which should interest manufacturers who are in the market for this class of goods. It is well known that the 1908 crop of Ohio loose leaves has been pronounced to be the best quality and heaviest body leaves that have been offered to the market for some time and the experienced buyers of Downard & Koking, realizing this, went into the market and bought heavy, but with discrimination and foresight. Their offers of lots of less than 20,000 pounds at 3¾ cents actual weight net cash and of lots of more than 20,000 pounds at 3½ cents should prove tempting. The firm state that they will be glad to ship sample cases or bales upon advice.

Canada's Tobacco Industry.

The province of Prince Edward Island, Canada, has ceased to produce tobacco, all attempts having proved unprofitable. The rest of Canada produced 11,266,732 pounds in 1908, nearly all in the provinces of Quebec and Ontario. The Dominion turned out $15,274,923 worth of tobacco (manufactured), cigars, cigarettes and snuff in 1908, besides importing $3,385,348 worth, of which $3,247,429 worth was from the United States. Consumption of tobacco increased from 1,755 pounds a head in 1869 to 2,257 pounds in 1908.

To Extend Burley Growing in Ohio and Indiana.

Industry to be Fostered in Competition with Kentucky Market.

CINCINNATI, February 11.—In an interview with the local representative of THE TOBACCO WORLD, John Oberhelman, tobacco broker and leaf dealer, prophesied a great increase in the growing of burley tobacco in Ohio and Indiana. As the cause for this invasion into the province of Kentucky growers, he gives the outrages perpetrated by the "night riders," who have so terrorized growers in Kentucky that a field for growers of burley in other states has been opened.

"Since the trouble in Kentucky among growers and poolers of burley," said Mr. Oberhelman, "a great amount of burley is being produced by farmers in Ohio and Indiana. Experiments have shown that the burley grown in Ohio and Indiana is every bit as good as that of Kentucky and eminently suits the purposes of the manufacturers. Growers of Ohio and Indiana feel safe against any such organizations as the 'night riders' and the Society of Equity, for there is no law in either State which will hold them to their agreements after having entered a pool.

"This will make it almost impossible to form a pool of Ohio or Indiana grown burley. I do not know what it is all leading to, but I am convinced that in the near future the production of burley north of the Ohio river will be equaliy as large if not larger than that grown in Kentucky. The Kentucky growers are held between two fires, with the Society of Equity on one hand and the 'night riders' the other and their position is not an enviable one, while in the two northern States the growers are able to enjoy complete immunity from the attacks of either of these organizations."

Tennessee Growers Organize Board.

A Tobacco Board of Trade has been organized at Springfield, Tenn., for the purpose of arranging the sale and inspection of all independent tobacco delivered to that market. All the independent dealers, numbering about fifteen, are members of the board. W. H. Simons was elected president; C. C. Bell, vice-president; E. R. Beach, secretary, and R. E. Glover, treasurer. It is stated that the association will control about 6,000,000 pounds of tobacco of the present crop.

Hoisington to Visit Porto Rico.

F. R. Hoisington, of the Cayey Caguas Tobacco Company, will sail this week for Porto Rico, where he will inspect the firm's factories at Cayey and Caguas.

The large sales of the products of these factories in the United States has made it necessary to repeatedly increase factory facilities, and this year so far has been a record-breaker.

Mr. Hoisington is accustomed to making frequent trips to Porto Rico, especially during the tobacco growing and packing season.

Senor Vega in Havana.

Mr. Vega, of Garcia & Vega, of New York, and makers of clear Havana cigars in New York, Tampa and Havana, is now in Havana inspecting the firm's holdings of leaf tobacco on the island.

Santaella Visits the Coast.

The regular annual visit of A. Santaella, of A. Santaella & Co., New York and Chicago, to the Pacific Coast is now being made. The itinerary includes Chicago, Denver, San Francisco, Los Angeles, Portland, Seattle and Butte, and he will probably not return to the East before the middle of March.

This house has an extensive Coast patronage on their "Optimo" and other brands of clear Havana cigars.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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A. M. JENKINSON, Pittsburgh, Pa. . . . . Vice President
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THE NATIONAL CIGAR LEAF TOBACCO ASSOCIATION

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CHARLES FOX, 222 Pearl St., New York . . . . . Secretary

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W. F. AXTON, Louisville, Ky. . . . . President
W. T. REED, Richmond, Va. . . . . Vice President
J. A. BLOCH, Wheeling, W. Va. . . . . Secretary-Treasurer

EDITORIAL.

The dignified and emphatic protest laid before the Bureau of Insular Affairs at Washington last week by representative American cigar manufacturers cannot well be ignored. While the stamp guaranteeing the standard of quality of the Philippine cigars is not so objectionable in itself, the abuses which are practised in its name are certainly contrary to clean business methods. Unscrupulous advertisers have seized upon this label to unload low-grade goods, claiming that the Government guarantees the quality of the product.

Government Should Heed Manufacturers' Protest.

It is hoped that Secretary of War Dickinson and Chief of the Bureau of Insular Affairs, General Edwards, will put an immediate stop to this practice by abolishing the stamp itself.

Those of the Commtitee of Manufacturers who visited Washington are not over sanguine that the Department will issue such an edict and it may be necessary to appeal to Congress for special legislation.

Importers of Manila cigars, which have real merit, need not fear the abolition of this stamp. It is only those importers who are trying to bring in shoddy goods and palm them off as high-grade cigars under the cloak of a Government stamp, who will be hit.

The order which the Pennsylvania Railroad issued last week forbidding all employes at passenger and freight stations on their lines east of Pittsburgh and Erie to use tobacco in any form while on duty,, is the latest extreme step to regulate the personal habits of their employes.

The Penna. R. R. Order Against Tobacco.

Whether the order will be obeyed as strictly as a similar one against the use of intoxicants is doubtful. It is against human nature to live in a groove, and we surmise that many a quiet smoke and chew will be indulged in when the boss is not looking.

You cannot legislate out the habits of a lifetime.

Wouldn't It Be Too Funny?

if, as a result of the present nationalizing and federalization of all our industries and our finances, these spankings and imprisonments which a paternal government administers (with unction and tears, it is true) but administers nevertheless; wouldn't it be funnier than a goat, we say, if Robert E. Lee should one day be pointed at in the American Hall of Fame as the one great big man who tried to make the States of this Republic indestructible, thus aiding Grant to make the Union indissoluble?

In the effort to daddy everything and everybody Senator Penrose intimated at the Lincoln Birthday dinner of the League that there is such a thing as going to dern far.

The tobacco monopoly of the Italian Government is stated to have yielded a net profit of nearly $37,000,000 last year.

Italian and Other Tobacco Monopolies.

As previously remarked in these columns, it looks a little hard that every European Government should seize upon tobacco as the one great source of internal revenue. Governments well know that the weed is something man must and will have, hence they make it an object of special legislation and tax it in so many subtle and different ways that by the time it reaches the individual it is a thing of luxury and not of solace and comfort, as the Almighty intended it.

Some day the people in their might and in their wrath will rise and smash the mailed hand of Government and require it to select other staple articles, as well as tobacco, from which to draw sustenance.

The Pacific Tobacco Company, of Seattle, has been chartered with a capital of $25,000. H. Kubey, C. H. Howard and C. J. Simms are the incorporators.

More Praise for "The World."

Penn Tobacco Co., Wilkes-Barre, Pa.—"We consider your February number a model for all other tobacco periodicals, an indispensable necessity for progressive merchants."

J. B. Milleysach, Lancaster, Pa.—"You are certainly there with the new publication. It is very nice."

Theo. Byxbee.—"I know of no better method in advising my friends and trade than through your newsy and truly up-to-date issue."

Klauber, Wangenheim Co., Los Angeles, Cal.—"Your January 1st number is a 'cracker-jack.' Keep your standard to this high mark and the wholesale trade will give you its hearty support."

Official statistics show that in the year ended June 30, 1909, there were 36,313 acres in Germany devoted to tobacco culture, which was about seven per cent. less than in the preceding year. The number of tobacco growers also decreased from 96,870 in 1908 to 88,656 in 1909. In spite of this decrease the last crop of tobacco leaf exceeded that in 1908, the total production amounting to 34,409 metric tons of leaf tobacco.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

United C. M. Co. Close a Fine Year.

THE annual meeting of the stockholders of the United Cigar Manufacturers' Co. was held at the offices at Fifty-fourth and Second avenue on February 4th, and the reports of the management showed that the concern was in a most healthy and prosperous condition, and that the changes effected last year had all proven of immediate helpfulness to the company's affairs.

After allowing for the preferred dividends of 7 per cent. which amounts to $350,000, the treasurer reported that he had on hand an amount which would admit of a dividend on the common stock of a trifle over nine per cent. as against a showing of 6 2/3 per cent. for the previous year. The prevailing common stock dividend however has been on a 6 per cent. basis.

The income account of the company as given out was:

	1909.	1908.
Gross earnings	$2,820,978	$2,403,397
Sell. & adm. exp.	1,217,654	1,091,410
Earn. from oper.	$1,603,323	$1,311,987
Misc. prof. & int. rec.	179,441	128,230
Total income	$1,782,764	$1,440,217
Deductions:		
In. on loans, dep.	$75,267	$88,540
Pfd. divs.	350,000	350,000
Common divs.	750,000	.....
Total deduc.	$1,175,267	$438,540
Surplus for year	607,497	1,001,677

The election of officers for the ensuing year resulted as follows:

President, Jacob Wertheim; first vice-president, Fred. Hirschhorn; second vice-president and secretary, Maurice Wertheim; treasurer, George L. Storm; assistant treasurer, Edmund L. Haas; second assistant treasurer, Jack W. Schiffer.

A Live Cigar Label and Band House.

SPECIAL attention is directed to the announcement in this issue in our advertising pages, of Louis C. Wagner & Co., who are specialists in the importation and sale of fine cigar labels and bands.

The foreign connections of this house are of such a satisfactory character that they are always ready to show to the trade many unique and beautiful ideas and suggestions for labels and bands, which are exclusively their own.

Beginning this year, Carl R. Wagner, the younger son of Louis C. Wagner, head of the firm, has become associated in the business and during the past fortnight has been making his initial calls on the trade up through the State of Pennsylvania, where he was accorded a very hearty welcome. For some years past Louis C. Wagner, Jr., has been actively connected with the firm, and is carrying much of the managerial responsibility. Both of these young men are alert New Yorkers, who will do much to continue the established prestige of the house.

Por Larranagas for Buckingham Palace.

THEY sent out an interesting shipment the other day from the Por Larranaga Factory in Havana, and perhaps it received just a wee bit closer inspection than some of the others, for the shipping address on it read, "Buckingham Palace," London, England. It was a consignment of 20,000 of their choicest cigars for King Edward VII, who has smoked these goods for years. He is not alone in his use of Por Larranagas, however, as his august cousin, Emperor William of Germany, as well as nearly every male crowned head in Europe has some of them in their cabinets.

It was Kipling, you know, writing in India, who compared his rebellious Maggie to his Por Larranaga, in his famous poem of "The Betrothed." And decided that of the two, Maggie would have to take second place.

Americans traveling abroad have for years been better acquainted with Por Larranagas in Europe, India, etc., than at home, but D. Jacobs, the American selling agent for the factory, whose office is 1310 Flatiron Building, New York, tells us that the goods of this fine old house are taking more strongly their proper place in American consumption every month.

Cigarette Prices Advance in New York.

Last week an advance in the prices was put into effect, but the increases are offset by special deals given by the city's largest distributing house—Metropolitan Tobacco Co.—on each of the lines affected. The brands especially affected are Moguls and Murads, which were advanced 50 cents per 1,000 and Helmars and Turkish Trophies, each of which were advanced 25 cents per 1,000. In the case of Moguls there is now being given four packs of Murads with each 1,000 bought and likewise with Murads for each 1,000 bought there is being given 4 packs of Moguls. With the Helmars there is now given four packs of Trophies and four packs of Hassams. With the Turkish Trophies there are now four packs of Helmars and four Meccas given.

Vallens Returns to Activity.

EUGENE VALLANS, than whose name none is perhaps more widely known throughout the cigar manufacturing industry of this country, will, it is now definitely stated, before very long enter the cigar manufacturing trade on his own account. It is said that he is holding aloof only on account of the present state of the new crop of Connecticut broad leaf tobacco and that as soon as it has advanced sufficiently, he will enter into the market for a supply of the same and will then begin the manufacture of clear Havana cigars with Connecticut broad leaf wrappers, a class of goods which has been his ideal for many years. While he has not yet definitely decided upon a factory location, it would seem likely that it will be in the up-town section of New York City.

New Automatic Banding Machine a Success.

George Brand, of the American Cigar Banding Machine Company, at New York, tells us that this new machine, which has recently been put on the market for banding packed cigars, has met with a most interesting reception at the hands of the trade. Visitors are daily calling at their offices, on the twelfth floor of the Importers' and Traders' Building, 59 Pearl street, New York, and spending an hour or more carefully examining this wonderfully clever machine.

An examination is all that is necessary to demonstrate the fact that by automatic action cigars, either packed in boxes or bundle goods, can be banded at the rate of 50 cigars per minute with the utmost precision and regularity. The machine can be tended by one girl and can easily pay for itself in any large factory within a period of twelve months. A box of cigars can be fed into it and they are moistened, securely fastened around the cigars and returned to the box for re-packing without disarranging the continuity of the goods in any respect.

Several offers have already been made to the American Cigar Banding Machine Company for their interest and important developments in their business are looked forward to at any day.

Old Indian Snuff Mills Occupy New Plant.

February 14th marked the occupancy by the Old Indian Snuff Mills, Inc., of their new factory quarters at 187 Pearl street, Brooklyn. Here the company have two fine floors, about 30 feet by 125 in dimensions, and the best facilities they have ever had for the manufacture of their several brands of snuff, new and modern machinery having been installed throughout.

The Old Indian Snuff Mills is headed by A. H. Hillman as president of the company and their goods, which are of independent manufacture, are becoming decidedly popular in the various sections of the country where they are being exploited. The South, Mr. Hillman reports, likes Old Indian snuffs and they are using more down in that section every month. This means a great deal, too, for they know good snuff south of Baltimore, and its use ranges from the old veteran who wore the gray, right down to the black mammy who cooks his chickens.

Pushing the "Ramly" Cigarettes.

Vice-President E. J. Costello, of the Mentor Company, Boston, came down to New York on Monday last for a brief business trip. He reports an ever-widening market for the company's popular "Ramly" cigarettes and looks for the present year to show the most extensive progress in the firm's history. Mr. Costello is a man of ripe experience in his field, a keen student of conditions and has that winning, aggressive personality which does not admit of defeat. He believes in the "Ramly" cigarette and makes others believe in them and see them.

Wm. Demuth & Co. Acquire Foreign Pipe Accounts.

Charles Frankenthal arrived home on the last trip over of the "Mauretania," after a successful journey abroad, during which he corraled for Wm. Demuth & Co. the pipe accounts formerly handled in this country by Joseph Marx & Co., which firm withdrew from business January 1st.

This is a radical departure on the part of the conservative old house of Demuth, but as Mr. Frankenthal starts off this new department with such sterling British accounts as the Peterson patent pipes, which are made in Dublin and the London briars of Barling and Loewe, together with the famous Warne tobacco pouches, and a full line of European novelties for smokers, the success of the departure seems guaranteed from the outset.

Seen and Heard In New York.

E. REGENBURG & SONS have been doing some very effective street car advertising recently which has undoubtedly proven beneficial. Their cards in Hudson tube trains as well as on the surface lines are cleverly executed and the box of Regensburg Perfectos depicted is so natural as to absolutely command attention.

CHARLES LANDAU, selling agent in the United States and Canada for the output of the H. Upmann factory, of Havana, returned to his New York headquarters on February 7th after a month's absence in Cuba. Mr. Landau is not particularly optimistic as to the business outlook and says that not only his house but the other Cuban makers have suffered materially during the hard times of the past year. A little spurt is noticeable, however, and he hopes that conditions may show much brighter before long.

MAURICE WINTER, Secretary and Treasurer of M. Perez Company, is at present in the South dividing his time between Tampa and Havana. He is not expected back much before March 1st.

MARCELINO PEREZ, head of Marcelino Perez & Co., makers of "Tuval" clear Havanas, whose factory is at 70-72 Cliff street, New York, left on February 14th for a trip which will take him as far West as Chicago.

SIMON BATT, of Simon Batt & Co., 332 Canal street, is at present in Cuba and not expected to return till the latter part of this month.

JOHN W. MERRIAM, of John W. Merriam & Co., left New York on the 14th instant for a long trip through the West, which will extend through to the Pacific Coast. The efficient head of the house, "At the sign of the Bull Dog," is as well known to many of the trade on the Pacific Slope as he is in New York, and whenever he heads toward the St. Francis, in 'Frisco, results are sure to follow quickly.

MANAGER A. LEMLEIN, of E. H. Gato Cigar Company, says that they have had most excellent results since they placed their goods in the hands of Frings Bros., Philadelphia, as distributors in that district. As a matter of fact, he added that their business was satisfactory in every respect. Samuel W. Levine, of the traveling force, will leave New York in a few days for a trip through the South.

M. RODRIGUEZ & Co., makers of Mi Adelina cigars, at 149 Duane street, expect to remove their factory to larger quarters in the near future.

F. C. Dana, of Utica, N. Y., and late with Jeitles & Blumenthal, cigarmakers of Philadelphia, has connected himself with the J. M. Martinez Company, makers of clear Havana cigars at Tampa, Fla.

The New Firm of Ruth & Driscoll.

The firm of Ruth & Driscoll has been formed to succeed to the long-established tobacco brokerage business of Stephen G. Ruth, at 136 Water street, New York. James G. Driscoll, the new partner, is a type of the young American collegiate man whose entrance into any branch of commercial life should be heartily welcomed. He is a graduate of Dartmouth College and under the tutelage of his veteran partner the firm should make themselves more widely felt than ever before.

American Tobacco Dividend Increased.

The American Tobacco Company declared its regular quarterly dividend of 2½ per cent. and 7½ per cent. extra on the common stock. A year ago 5 per cent. extra dividend was declared. The latest dividend is payable March 1st to stock of record February 11th.

First District Shows Gain.

THERE is much encouragement for the manufacturers in the First District of Pennsylvania in noting that the output of all forms of tobacco products, with few exceptions, showed a healthful increase during the month of January. The figures as shown by the report of stamp sales made by the Collector of Internal Revenue are as follows:

	January, 1909.	January, 1910.	Increase.
Cigars	46,182,160	48,994,260	2,812,100
Little cigars	14,233,300	16,327,500	2,094,200
Cigarettes	8,806,000	9,512,000	706,000
Snuff	819,685	722,539	.....
Tobacco	98,213	95,300	.....

As shown in the above tables the increased productions in cigars during the month of January, as compared with the month of January, 1909, amounts to nearly 3,000,000. It is also interesting to note that as compared with the production during the corresponding month of 1908, it shows a gain of over 5,000,000—certainly a very good start for the new year.

Loeb-Nunez Affairs.

Sidney Labe, of Leo. Loeb & Co., and Loeb-Nunez-Havana Co., reports that good progress is being made in the straightening out of the affairs of those houses. Appraisement of the respective holdings of tobaccos, etc., have been made by Jacob Labe, who, in company with Joseph Loeb, of the Loeb-Nunez-Havana Company, returned last week from Havana. There is now much hope that affairs can be entirely adjusted to the satisfaction of all.

Strong Sales of Cortez Cigars.

The products of the Cortez Cigar Company of Key West are apparently selling well in this city. Mitchell-Fletcher & Co., at 12th and Chestnut streets, are featuring several brands made at the Cortez factory and they are proving a good seller with the house. Griffin & Kegan, in the Crozer Building, are featuring strongly the Hernan Cortez Cigar of the Cortez Cigar Company. In fact, they are making it their leader in Key West products. W. A. Haug, a popular cigarist on N. 9th street, has a large patronage on Cortez brands, some of which are being made up especially for his trade. Much credit for the progress made here on the Cortez goods is due to C. W. Saunders, who has been for several years past looking very carefully after their Philadelphia interests, and the results obtained should be, we believe, highly satisfactory.

Dalton to Move Around Corner.

M. J. DALTON, who has conducted one of the most prominent cigar stands in Philadelphia for the last ten years at 13th & Chestnut streets, will remove on March 10th around the corner to 111 South Thirteenth street in the store formerly occupied by Brommall-Lafayette Co. It is stated that Mr. Dalton's removal is necessitated by the unreasonable demand of his landlord for an increase of $5,500 in his yearly rental, bringing it up to $17,500. Mr. Dalton considered this price exorbitant and decided to seek quarters nearby. The new stand, while it is not as prominent as the old, should prove a good trade centre.

Waldorf-Astoria Closes Local Branch.

Another pioneer cigar stand of Philadelphia disappeared when the business of E. G. Steane & Co., 10th and Chestnut streets, was closed out at auction last week. This firm was founded in 1862 by Mr. Steane, the first stand being at 931 Chestnut street. About nine years ago the business was moved to the Mutual Life Building, and has since been maintained there. Following the death of Mr. Steane, the business was sold to the Waldorf-Astoria Segar Company, who have been using it as headquarters for handling their wholesale business in Philadelphia, in addition to retailing to the transient trade.

This branch of the Waldorf-Astoria Segar Company has been closed in line with their policy of concentrating their business entirely to wholesale and directing their affairs from New York. The stock was sold at public auction and consisted of a fine lot of pipes, cigars, tobacco and cigarettes.

Evans Opens New Store.

A new drug store has been opened at 1221 Market street by Geo. B. Evans, and, like the present store at 1012 Market street, an up-to-date cigar department is to be also installed in which will be handled all the more popular brands now on the market. Much success has attended the Evans cigar department, and it is not surprising, therefore, to note that a special effort will be made in developing a large patronage for the cigar department at the new store.

Everybody's Cigar Stores Progressing.

The two cigar stores conducted by the Hoch Cigar Company under the name of Everybody's Cigar Store, the main one of which is located on 10th street above Market and another at Ninth and Filbert streets, are progressing quite satisfactorily according to a report made to a TOBACCO WORLD representative by Mr. Fred Hoch. They have been successful in the distribution of the "La Cialenita," a Porto Rico product made by Pavon Alvarez & Co. They have for some time had the distributing agency for certain limited territory and their success has been so highly encouraging, both to them and to the manufacturers, that they now contemplate the general distribution of the goods throughout the United States. To this they are now specially directing their attention. After a brief stay at Atlantic City Mr. Fred Hoch of this firm has again come back to his desk and is directing the affairs of the concern in old-time energy.

Pushing the V-P Cigars.

The Cores-Martines Company are now engaged in a vigorous campaign of further exploitation of their V P cigars. The sales of these goods have increased at a rapid rate, not only in this city, but have become a very important feature in a number of the distributing centers of the Eastern States. Mr. Cores, of this house, is personally directing the campaign in New York City, where a number of local representatives are being employed.

Business with Retailers.

The retail trade in this city has been quiet, although no great activity can be expected at this time of the year. The sales for the month of January were running somewhat behind expectations. The present indications are that February may possibly fall somewhat behind. It is a short month, and the holidays during the month are not of a nature that would produce any particular increase in the volume of business.

El Borita Company Formed.

A charter has been granted to the El Borita Cigar Company of Philadelphia, with a capital of $25,000. This concern will be mainly a manufacturing house, and the factory has already been obtained at Quakertown, Pa., and a specialty will be made of the production of nickel cigars. The product of the factory will be sold by John Steigerwald & Co., at 19th and Tioga streets, this city. Both Mr. Steigerwald and Mr. Stewart, of John Steigerwald & Co. are interested in the new enterprise.

F. B. ROBERTSON.

Philadelphia and Pennsylvania Representative of Manchester Cigar Manufacturing Co.

Baltimore Manufacturer Visits Quaker City.

Mr. B. Paris, president of the Manchester Cigar Manufacturing Company of Baltimore, visited the trade in Philadelphia during the first week of February in conjunction with his local representative, Mr. F. B. Robertson. Mr. Paris states that the business on his new line of "Havana Cadets" has been most gratifying and that these little cigars seem destined to make a big hit. Their "Match-it" cheroots are now being put up in packages of three, which retail for 5 cents. Heretofore they were put up in packages of five which retailed for 10 cents. The new arrangement, the proprietor believes, will be more acceptable to the trade. While in Philadelphia, Mr. Paris made arrangements with Mr. Robertson to extend his line of trade not only in this city, but throughout Pennsylvania.

PHILADELPHIA NEWS AT A GLANCE

Visitors in the leaf trade have been more or less numerous lately and among them we note Sam Jaskaulek, of M. Jaskaulek & Co., Cleveland, Ohio; C. W. Bitner, of C. W. Bitner & Co., Lancaster; Menko Rose, of Rose & Wobbe, New York; I. M. Jacoby, of Meyer & Mendelsohn, of New York; H. M. Duys, of H. Duys & Co., New York; W. E. Fisher, representing F. & E. Cranz, of New York, and Louis Leopold, of John Leopold & Son, New York.

J. W. Breneman, of Lancaster, visited Philadelphia last week to call on the jobbing trade and introduce his new brands of cigars, "Our Principal," "Our Principal, Sr.," and "New Beauty." Mr. Breneman has recently been devoting much time to the manufacture of cigars, in addition to his leaf business, and the reception which has been accorded his efforts has been most encouraging.

I. Geo. Weinberg, with S. Weinberg, leaf dealer, has concluded a business trip throughout Pennsylvania, which territory he is covering at regular intervals. Mr. Weinberg states that although the manufacturers were not apparently pressed with orders, he succeeded in placing considerable quantities of leaf.

CHARLES J. AND OTTO EISENLOHR left Philadelphia on February 11 on an extended trip South. They will head first for San Lucie, Fla., where a few days will be spent in fishing and rest, and from thence they will go to Palm Beach. The trip will cover a period of about three weeks, and they expect to be home about March 5.

Dusel, Goodloe & Co. are placing upon the market a new package of chewing gum, which is announced as meeting with popular favor. It is called Uncle Tom's, and is put up in nice wooden boxes.

Sol Rosener, dean of the sales forces of the Havana-American Company of New York, was among the recent visitors of this city, and while here was a guest of Dusel, Goodloe & Co.

Roy Valentine, of A. S. Valentine & Son, has returned from a flying trip to Chicago, where he held important conferences with several of their distributers.

J. A. ULRICH, the leaf tobacco packer, of Elizabethtown, Pa., has recently admitted his son to partnership and the firm is now known as J. A. Ulrich & Son.

The late William Eisenlohr
Pioneer founder of Philadelphia's greatness in cigar production.

Genesis of the Cigar in the United States.

THE advent of the cigar in this country seems to blend with the revolutionary period. It caught on quickly and the planters of the Southern and the Middle States gave it impetus. Cigar importations are of record at the close of the eighteenth century, but manufacture on a serious scale took root in the nineteenth century.

The wife of a Connecticut farmer, by the name of Prout, is credited with being the New England prophetess who was shrewd enough to foresee the weakness of men for the weed, her husband being himself a tobacco grower. Mrs. Prout observed that Connecticut tobacco was being exported to the West Indies and that cigars came from the West Indies into the United States. Her conclusion was logical that the seductive cigar might be rolled in this country, so in 1810, if the data be trustworthy, the first cigar factories in the United States took root at East Windsor and Suffield, Conn.

In Pennsylvania, cigar manufacture is clearly traced back to 1825, though the promoters seemed timid and less than a dozen factories have left record of their existence.

To the invincible German race, with their instincts for good cheer and their love for what nature has provided for their solace and comfort, are we indebted for the first real impetus given to cigar manufacture in the United States. This happened in 1849, when the Germans quit their own country for the United States. The making of cigars and the growing of tobacco appealed to a large element of the German contingent in Pennsylvania and many of the pioneer names still give lustre to the State and to the tobacco industry.

Space will not allow us in this issue to amplify on the cigar industry of the "famous Ninth District," nor of the country at large, but the industry is here and everywhere firmly planted and, as a rule, prosperous. The tireless industry, high intelligence and integrity of the German element needs no adulation at our hands.

Such men as the late William Eisenlohr in Philadelphia, M. Stachelberg in New York, F. A. Schroeder in Brooklyn, Jacob Langsdorf in Philadelphia, Adam Valentine in Womelsdorf, Pa., W. K. Gresh in Norristown, Pa., and D. S. Erb, now of Boyertown, are but a fraction of German tobacco men who have placed the cigar industry on a rock bottom basis in Pennsylvania.

There is much of vivid interest to be said about cigar making in the United States, not as history merely, but as revealing the progress of the industry and the comparison of early and modern methods, and affording suggestion and encouragement to present-day producers.

Rothschild Removes to Detroit.

The offices of Rothschild & Bro., widely known as leaf tobacco importers and dealers, and who have heretofore maintained offices in New York, Detroit and Havana, have decided to discontinue the New York office at 138 Front street and the same has now been removed to Detroit, Mich. Harry S. Rothschild, the active head of the firm, and who has for many years been a prominent figure in the New York trade, will in future make his home in Detroit but, nevertheless, he will continue his close affiliations with the Waldorf-Astoria Segar Co., in which he has also for a long time been a prominent figure, will make that office, which is at the Waldorf-Astoria Hotel, Fifth Ave. and 34th street during his expectedly frequent visits to New York City, where he will have occasion to hold conferences.

JOHN L. FIELDING, who has been Mr. Rothschild's chief assistant for a number of years and who is among the most active of the younger men in the trade, will remain in New York and take personal charge of the cigar factories in which the Waldorf-Astoria Company is interested.

A. T. STEWART, who has been Mr. Rothschild's office manager for some years, will also remain in New York to look after personal interests of Mr. Rothschild.

The business of Rothschild & Bro. was established more than fifty years ago by the late Sigmund Rothschild, at Detroit, Mich., and has always been identified with the trade there. Some fifteen years ago a branch was established in New York City and which has been maintained for some time. The present move Mr. Rothschild states is due to an expansion of the firm's operations in Leaf Tobacco in the middle West which necessitated a more completely dividing the business of Rothschild and Brother, and that of the Waldorf-Astoria Segar Company, and of keeping them well defined and separated.

Woes of the Paris Megottiers.

Those sinister creatures who prowl the streets of Paris making a living by picking up cigar and cigarette stumps are uttering curses on the French Government because of the tobacco monopoly. It looks like petty business, but one of the leading megottiers is in limbo for selling contraband tobacco. A sort of trade union has been formed, their contention being that as the stumps they gather have already paid duty, they are in no sense defrauding the revenue.

The cigarette ends are carefully cleaned, the tobacco shreds dried and mixed, and are marketed in packets selling at from 40 to 60 cents a pound. Cigar ends are separated into plugs for chewing and for pipe use. There is even a megottiers exchange in Paris.

The Bay State Cigar Co., of Westfield, Mass., has just closed a prosperous year, during which they turned out over 600,000 cigars, chiefly their well-known brands "Hennessy Three Star," "Hennessy Antique," "La Marcia," "Columbus," "Little Nuggets" and "Consolas." This firm began business in 1887 under the name of Ashley & Shumway and was reorganized a year later as the Bay State Cigar Co. A year ago, T. R. Hennessy and Mr. Bolio took over the business and continued it under the same name and under their direction the Bay State Cigar Co. has made rapid strides.

Application has been made to distribute the $2,100.46 cash, the remaining assets of the M. C. Wetmore Tobacco Co., which was dissolved at St. Louis about eight years ago. The other property of the company has been disposed of and the concern is out of debt.

OBITVARY

Mr. Mortland, although well advanced in years, had been an exceptionally hardy man up to a year and a half ago. He possessed to a marked degree the faculty of not only making a friend of everyone, but of retaining that friendship.

For more than eighteen years he had represented the cigar manufacturing firm of J. K. Pfaltzgraff & Co., of York, Pa., and who were much grieved to learn of his death.

He is survived by a widow and three children.

George C. Gram, for many years engaged in the wholesale and retail tobacco business at Buffalo, N. Y., died recently at the age of 55 years.

Christian Barner, one of the oldest cigar dealers in St. Louis, died lately at his home, 3922 Cottage avenue.

He was a favorite among the brokers in the financial district and for more than fifty years maintained a stand at one place—Washington avenue just off Fourth street.

He came to St. Louis from Germany as a boy of fourteen, and was engaged in the retail business for more than sixty-four years.

Frank M. Schott, a cigar manufacturer at Waterloo, N. Y., died recently at the age of 57 years.

He was a prominent business man in the village, and his death, which came suddenly, is ascribed to heart failure. He had also for many years kept the leading cigar store.

He is survived by a widow, a son and three daughters.

WILLIAM A. ROBERTSON, cigar dealer at Omaha, died at Excelsior Springs, Mo., after an illness of a year. Mr. Robertson was a native of Toledo, O. and settled in Omaha four years ago when he opened the Subway Cigar Store, one of the most popular stands on Dodge street. He was a member of a Lodge of Elks and the United Commercial Travelers.

Confirmed as Revenue Commissioner.

ROYAL E. CABEL, of Richmond, Va., was appointed Commissioner of Internal Revenue some months ago, but the appointment was just recently confirmed, the nomination having been held up, it is stated, as a measure of dsicipline, Cabel, it is charged, having acted independently towards Senators and Congressmen with respect to appointments in the Internal Revenue Bureau. The Senators were somewhat nettled with those circumstances, which resulted in the temporary hold-up in their confirmation.

Oh, You Nelson!

Victor Nelson, of Middletown, Mass., is amused at the tobacco dealers' war in Brockton and around there, for Nelson raises his own weed and rolls his own cigars. They say the flavor of Mr. Nelson's tobacco, which grows in his own yard, is something rare and reminds one of an evening on the Esplanade at Havana. In the winter, when his leaves have had ample time to dry, Mr. Nelson makes cigars, which, according to his friends, cannot be duplicated.

Exploiting the Tadema Blunts.

Yahn & McDonnell, popular cigarists at 15th and Chestnut streets, are featuring the Tadema Blunts cigar of Arguelles, Lopez & Bro., by means of special window displays. This brand has become quite a favorite among the customers of this firm.

"Thus Think and Smoke Tobacco."

MORAL TRUTHS TAUGHT IN SIMILES DERIVED FROM THE WEED.

The Wheeling *Intelligencer* has dug up this poem from an old book published in Pittsburgh in 1821, called "Gospel Sonnets and Spiritual Songs," written by Rev. Ralph Erskine, a minister in Dunfermline, Scotland, the birthplace of Andrew Carnegie. Rev. Mr. Erskine must have lived about two hundred years ago, as there was a volume of his sermons published in London in 1738.

PART I.

This Indian weed, now withered quite,
Though green at noon, cut down at night,
Shows thy decay,
All flesh is hay.
Thus think, and smoke tobacco.

Thy pipe, so lily-like, and weak,
Does thus thy mortal state bespeak.
Thou art e'en such,
Gone with a touch.
Thus think, and smoke tobacco.

And when the smoke ascends on high,
Then thou behold'st the vanity
Of worldly stuff,
Gone with a puff.
Thus think, and smoke tobacco.

And when the pipe grows foul within,
Think on thy soul defiled with sin;
For then the fire
It does require.
Thus think, and smoke tobacco.

And seest the ashes cast away;
Then to thyself thou mayest say:
That to the dust
Return thou must.
Thus think, and smoke tobacco.

PART II.

Was this small plant for thee cut down?
So was the plant of Great Renown,
Which mercy sends
For nobler ends.
Thus think, and smoke tobacco.

Doth juice medicinal proceed
For such a naughty foreign weed?
Then what's the power
Of Jesse's flower?
Thus think, and smoke tobacco.

The promise, like the pipe, inlays,
And the mouth of faith conveys
What virtue flows
From Sharon's Rose.
Thus think, and smoke tobacco.

In vain the unlighted pipe you blow;
Your pains in outward means are so,
Till heavenly fire
Your hearts inspire.
Thus think, and smoke tobacco.

The smoke, like burning incense, towers;
So should a praying heart of yours
With ardent cries
Surmount the skies.
Thus think, and smoke tobacco.

Prosperity Will Get You.

This clever parody on James Whitcomb Riley's famous verse, was written by an anonymous customer of Geo. E. Schoblin, of the United Cigar Stores, and contributed by him to the *United Shield:*

Once there was a fellow working at the selling of the weed,
Always bragging of his knowledge, but ne'er "a friend in need."
Always growling at the nickels, never smiling at the dimes,
Honest Injith, let me tell you, he was far behind the times.
And his business's fallen off some, and some more, and then still some.
And now he's looking blulish, and his face looks rather glum.
And he hobbles round his place like just as though he's got the gout—
For Prosperity won't get you if you don't look out.

And then there was a feller in the self-same kind of biz.
Never kicking at the weather—the sun always shone for his—
Always handing out his knowledge to the questions that he got,
Though they might have sounded foolish—none to him were "Tommy rot."
And his business am a booming, am a booming all the while,
For he's always got a "Thank you" and a very pleasant smile;
And, Gee! he's going some, I guess, 'cause he knows what he's about,
And Prosperity will get you, if you just watch out.

KEY WEST, FLA., Feb. 12th.

ALTHOUGH the actual business transacted in the cigar factories here the past fortnight, has been slightly below normal, the advance orders which have been booked for March and April indicate that the Spring trade will be a record breaker. It is noticeable that the working forces in the larger factories have been kept up to their full quota and there are no signs of curtailment. The importations of Havana have fallen somewhat below the average.

One of the busiest factories is that of E. H. Gato, which has been rushed ever since the holidays. E. H. Gato, Sr., who has been at the Key West factory for some time, has returned to Cuba, where he will look after the firm's interests.

PRESIDENT JOHN WARDLOW, of the Ruy Lopez Co., reports that the orders which his factory has been receiving are larger and more satisfactory than ever before at this time of the year. This factory has been somewhat handicapped during the past few months by being compelled to use temporary quarters, which were erected to take the place of the building destroyed by the recent hurricane. However, work is being rushed on the new building and when completed it will be large enough to accommodate 800 workmen.

LOUIS MARTINEZ, of the Martinez-Havana Co., reached Key West this week and found that their factory has been quite busy on all grades and sizes of cigars. Mr. Martniez says that the business has had a heavy increase and that the books show many new accounts.

Among the late visitors here is noted E. P. Cordero, of New York City, who is accompanied by his wife.

The Cayuo Hueso cigar factory is enjoying a season of big business which has taxed their facilities.

S. & F. FLEITAS are receiving bids for the erection of their new buliding. They report the receipt of some good sized orders, which insure steady employment of their hands for some time to come.

I. T. O.

Shade Grown Tobacco to the Forefront in Connecticut.

Certain Connecticut corporations have been throwing their neighbors "in the shade," so to speak, by raising shade-grown tobacco themselves. The Connecticut Tobacco Corporation, for instance, will add 42 acres to the present acreage, making over 250 acres under cloth. The company is also erecting five new curing sheds and two houses for employees.

The Krohn Tobacco Company will have 35 acres under cloth the coming season. Olds & Whipple, of Hartford, Conn., have placed J. B. Stewart in charge of the Upson place, where they will raise 50 acres of tobacco under cover this year. Mr. Stewart is a Government expert.

First Scotch Tobacco in Years.

A recent cable dispatch from Glasgow states that the first tobacco crop grown in Scotland for two hundred years has been bought by the Irish Tobacco Company and sent to Col. Everand's factory at Randallstown to be rehandled. This crop of tobacco, which revives a one-time industry in Scotland, is of the Yellow Prior variety, but for what purpose it is best adapted, the cable dispatch does not state. If it pans out as well as most of Scotland's products it will afford the smoker a good deal of solace, whether in pipes or cigars. It was grown by Mr. Neilson, of Queen's Hill.

New Factories and Incorporations.

The Sargent Cigar & Plantation Company has been organized at Bangor, Me., with a capital stock of $3,000,000. The incorporators are Allston Sargent, New York City; D. A. Sargent, P. N. Sargent, and R. H. Murphy, Bridgeport, Conn.; Geo. G. Sargent, L. W. Sargent, Brewer, and P. L. Feeney, of Bangor.

Robert Richardson, of Ottawa, Ill., will continue making the famous "No. 7" brand of cigars formerly made by M. B. Mitchell, who retires from both the retail and manufacturing branches. James Hanagan succeeds Mitchell in the retail section.

At a special meeting of the Southbridge Cigar Manufacturing Company, Southbridge, Mass., held in the early part of this month, it was voted to increase the capital stock from $5,000 to $10,000.

H. P. Tompkins & Co., of Louisville, have opened a large tobacco warehouse at Tompkinsville, Ky. This is the first year that Munroe County, Ky., has raised or dealt in the weed on a large scale.

A new incorporation reported from Denver, Col., is that of the Denver Cigar Manufacturing Company. The incorporators are Joseph Jacobs, Barnett Genwert and Morris Ginsberg. The capital is $300,000.

The Max Roth Cigar Company has been incorporated at Los Angeles, Cal., with a capital of $50,000 by Max Roth, Isadore Roth and Ethel Roth.

The Morrison County Cigar Company are about to operate a cigar factory at Duluth, Minn. H. W. Venners is president and manager of the new corporation.

The Meagher Company, with $30,000 capital, has organized to manufacture tobacco at Rochester, N. Y. Patrick Joseph and Thomas Meagher are directors.

The Erwin-Nadal Tobacco Company, of Wilson, N. C., has been chartered with a capital of $50,000.

Flattering Offer to Go to Africa.

Evan S. Rees, manager of the Home Tobacco Warehouse, of Louisville, Ky., has cabled the British Agricultural Department declining the offer of the department to go to Pretoria, Africa, to take charge of the tobacco warehouses there and act as Government superintendent of culture. The offer carried with it $5,000 a year and an annual increase, together with all family expenses in getting there. Several other tobacco men, it is said, will make application for this position, which is one of decided honor and emoluments.

It will be recalled that a year ago Professor W. H. Scherrflus, a Kentucky expert, was delegated by the British Government to show the natives of the Transvaal the best method of planting and raising tobacco. The proffer to Mr. Rees was in connection with Professor Scherrfluss' work.

"The Damnation of Theron Ware".

"A good name is better than great riches," said King Solomon; which reminds us:

Some cigarmakers think it smart to get publicity through establishing a good name and then to get "great riches" through conjury. They obtrude their cigars with the good name on the band or box while the insides of the cigar is well known to many to be full of all uncleanness. Several well-known brands of cigars long since entered the "stinkadora" class, but their makers offer them still as goods which "sell on sight." They are really nicelodians en masque and badly masked, at that. Smoke, smell and taste one and you'll ask for a "Cinco" or a "Cremo" on a run.

THE present state and prospective outlook for the cigar industry at Tampa is better now than it ever has been. Shipments of cigars from Tampa are showing a steady increase averaging about a million a week. During the latter part of January the largest record ever made for that time of the year was recorded and that showed, as has been stated above, an increase of over a million a week over the same period of the previous year. These facts record better than anything else could the condition of the trade. The extraordinary proportion of stemmed leaf tobacco as shown by the imports and withdrawals is also noteworthy, and it shows that out of recent withdrawals of 813 bales, 531 bales were stemmed, which would indicate an unexpected rush of continuance of orders for goods. The receipts of cigars from Cuba show a small decrease, while imports of leaf show the actvity above noted.

Customs officers recently discovered and seized quite a lot of cigars and cigarettes on board the P. & O. steamer Mascott at Tampa. It contained 1100 fine Havana cigars and 16 reels of cigarettes containing 26 packs to the reel. These articles were to be "run in" in defiance of the duties collectible and with all the vigilance of the Customs officers, it was impossible to discover who was the real owner of the goods. It seems that a night inspector of the Customs service was going about the Mascott when he noticed a suitcase lying on a bunk. Of course he opened it and found the cigars neatly packed in the bag. He then searched the mattress and found the cigarettes concealed in it. After making diligent inquiry as to their ownership the goods were seized without further ado, and thus frustrated a bold game. All passenger baggage is now inspected in Havana and the inspection here is made in a general way for just such contingencies as this inspector found in making his rounds.

The Tampa cigar manufacturing industry will be magnificently represented in the great Washington Birthday growth-showing parade of the Panama Canal celebration of February 12-26. A highly commendable action was taken recently by the Clear Havana Cigar Manufacturers' Association in appropriating $500 for the purpose of having the industry adequately represented in the monster parade, by a float which shall truly show the magnitude of the industry.

The reappointment of Col. Matthew B. Macfarlane, as Collector of Customs for the port of Tampa, came as an agreeable surprise to the Tampa trade, for it was known among them that there were other aspirants to the place and it will be his fourth term of office, having been first appointed twelve years ago by President McKinley, and later was reappointed by President Roosevelt, and again named by President Taft for the fourth term.

The post of Collector of Customs for Tampa is both an arduous and highly responsible position.

A new cigar factory has been added to Tampa's long list by the establishment here of the Briskol Cigar Company, which was located at the intersection of Washington and Franklin streets. They have just put upon the market a 5-cent cigar which they called the "P. H. S." and which, as the name is supposed to imply, they guarantee it to be made of pure Havana stock. The cigar is made in three shapes now, namely, brevas, especiales and conchas. Mr. Briskol, the general manager of the factory, came to this city from New Orleans and is an experienced tobacco man.

The highest testimonial which the cigar trade of Tampa could bestow was recently tendered to President Enrique Pendas, of the Clear Havana Cigar Manufacturers' Association, by the tendering of a banquet which was one of the most elaborate ever held at the famous Tampa Bay Hotel. Increased significance was attached to this dinner by the fact that recently there was consummated long-pending negotiations between the manufacturers of Tampa and the cigarmakers, and it was believed that the recent signing of an agreement between the two factors meant permanent peace for this important industry, and furthermore that it placed all the manufacturers upon an equal basis as to sizes and prices.

The banquet tables were surrounded by 68 members of the trade and specially invited guests, and it was presided over by Ed. J. Stachelberg, who acted as toastmaster in a highly pleasing manner. After a brief address of welcome had been made, the presiding officer introduced A. Ramirez, secretary of the association, who presented a carefully prepared review of the work in behalf of the industry during President Pendas' incumbency. Mr. Ramirez concluded the remarks by presenting President Pendas, in the name of the association, with a magnificent solid silver tea set, which brought about an ovation such as is seldom heard in Tampa. President Pendas responded eloquently in Spanish for the kindly feeling demonstrated toward him and with modesty asserted that as much credit was due to others as to himself for consummation of the happy situation, and assuring his hearers that in the future there would be the same devotion to the interest of all concerned in Tampa's great industry—the workmen as well as the proprietors of the factories—as he had undertaken to do in the past.

Other speakers of the evening were F. R. Diaz, Treasurer of the Asociation; Solly Kohn, of M. Stachelberg & Co.; Celestino Vega, of Celestino Vega & Co.; Ceferino Martinez, Superintendent of the Havana-American Co.; Simon Gonzales, of the Sanches & Haya Co.; B. Cosio, Vice-President of the Association; Mariano Alvarez, of A. Santaella & Co.; Mortimer Regensberg of E. Regensberg & Sons and others.

In view of the fact that an equalization of sizes was adopted recently by the Tampa manufacturers, a letter was forwarded to Francisco Fleitas, President of the Manufacturer's Association of Key West which read as follows:

"Pursuant to a resolution of this association assembled at a general meeting, we beg to inform you, and through you all the members of your association, that a movement for the equalization of sizes and labor prices has been carried out by mutual agreement of the manufacturers and cigarmakers of Tampa, and a general standard list adopted for the equalization of discrepancies in the past, and future guidance in the adjustment of any controversies that may arise between manufacturers and workmen.

As united action is of the utmost importance to preserve the cordial relations existing between our associations, so essential for the advancement of our industry and our mutual protection, we have been instructed to invite you, as a body, to join the movement of equalization so happily accomplished in this locality, and to send you copies of the standard list, which you will find herein enclosed.

Hoping that we may count upon your co-operation in this matter, and with best wishes for your prosperity, we are,

Very cordially yours,

ENRIQUE PENDAS,
President."

The association has adopted a resolution providing for a distinctive Tampa seal to be used by the Tampa Board of Trade for use of all Tampa made goods was adopted by the Manufacturer's Association at their last meeting, and the copy of the resolution together with a request for the seal was forwarded to the Board of Trade. The Board has already taken steps to secure a representative seal and the measure it has adopted will go far toward elimination of imitations which

some unscrupulous manufacturers have hitherto been producing, and that will give Tampa made goods the additional strength of individuality.

J. H. Boltz, Jr., of Boltz, Clymer & Co., of Philadelphia, has been in this city personally superintending the operation of their new factory on Cleveland Avenue, West Tampa, which until recently had been used by Y. Pendas & Alvarez. Plans for a new factory for this firm are nearing completion and the contract will be given out for the erection as soon as possible. Material for its erection has already been placed upon the site.

A new brand of cigars is being placed upon the market by the La Noticia Cigar Co., which was called "El Gallope" and it is being used almost exclusively on the Pacific Coast under the direction of G. B. Greeson. This factory is progressing finely, in fact they are rapidly outgrowing their present facilities and larger quarters are being contemplated.

Eugene Lopez, of Lopez Hnos & Co., spent several days recently in this city en route from Havana to New York.

Henry Esberg of Esberg-Gunst Co., recently returned to this city after a short visit to factory headquarters here.

Mariano Alvarez, manager of the "Optimo" factory of A. Santaella & Co., recently visited Havana where he was the guest of Manuel Suarez.

Salvador Rodriguez has returned to the Charels, the Great factory here after spending several weeks in New York City.

E. Regensberg & Sons are now hopeful of being able to take possession of their new factory some time between the first and fifteenth of the coming month.

H. Esmond Rawley, manager of the cigar department of the S. S. Pierce Co., prominent distributors at Boston was a recent visitor in Tampa.

After a short visit of J. Lilienfeld of Lilienfeld Bros. & Co., of Chicago, who are interested in the factory of Jose Escalante & Co., here has returned to Chicago much pleased with the progress that is being made at the Escalante factory with a large increased support of cigar makers now steadily at work.

Increase in Sumatra Sales at Amsterdam.

Consul Henry H. Morgan reports as follows on the tobacco sales held at Amsterdam during the year 1909:

"The sales amounted to 271,353 bales of Sumatra tobacco, which averaged $.442 per 2.2 pounds, against 272,463 bales in 1908, at an average price of $.366. The sale of Borneo tobacco amounted to 15,121 bales, at an average price of $0.305, against 18,220 bales, at an average price of $0.314 for 1908. Sumatra tobacco bought at Amsterdam and exported to the United States during 1909 was valued at $5,860,403, against $5,457,167 in 1908, and $8,059,770 in 1907. Germany, Austria, and France are also large buyers in the Amsterdam market. During the months of May and June the market was somewhat influenced and hampered by the fact that the Austrian Government had changed its system of buying, but thereafter prices gradually increased, and when it was known that there would only be a small quantity for the fall sales suitable for the American market this also had the effect of causing a rise in the price.

Mr. Morgan reviews the yield of the Dutch tobacco plantations in Sumatra for the current season:

"At the commencement of the year 1909 the prospects of the Sumatra tobacco crop were very unsatisfactory on account of the drought, which was complained of by almost all the tobacco estates. In June, however, the weather conditions changed for the better, and the reports regarding the 1909 crop were more favorable, but the quality of the crop is not considered as good as the crop of 1908."

The Indische Mercuur gives an estimate of the 1909 crop of Sumatra tobacco, together with the estates on which grown, and the comparison with the 1908 crop. The 54 estates named produced a total of 274,764 bales, against 265,880 bales in 1908. The bales weigh 140 to 180 pounds each, averaging 160 pounds.

Peter F. Murphy & Co., Philadelphia jobbers, had an attractive display of "Twin Oaks" smoking and chewing tobacco in the window of their warerooms at Sixth and Cherry, recently.

DRYING TOBACCO

When the tobacco leaf is ripe it is picked and sorted into bundles of the same length and then hung up on a pole or wire to wilt and dry. This may take place in the open air, especially where the sun, as in the Tropics, is hot enough for the purpose.

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Changes in Milwaukee Firms.

Jewett & Sherman Absorb J. G. Flint Company—Other Firms Increase Capital.

Milwaukee, Wis., Feb. 9.—Several important changes took place during the past week. The J. G. Flint Company, dealers in grocers' specialties, tobacco and cigars, have been taken over by Jewett & Sherman. The Roundy, Peckham & Dexter Company, wholesale grocers, cigars, &c., have increased their capital from $350,000 to $400,000. A new company, to be known as the Milwaukee Merchants' Supply Company, has been formed to deal in wholesale groceries, tobacco, &c. The capital of the new company is to be $8000.

Business among the retailers has been quite good and collections are somewhat better. At Surman & Co., the "La Notability" is being featured with a neat window display. Ervin Kanar has joined the sales force, while Mr. Baker is now on the outside looking after part of the wholesale business.

The Fay Lewis & Bro. stores all report a good business. The Wells Building store is making a display of the new size "Masterpiece," while the Pabst Building store is featuring "The Limit." Emil Voss, former manager of the Fifth street store, has resigned. Mr. Fay Lewis, of Rockford, was a caller the past week.

Allanson is doing his usual business, the display window this week has been used to feature several private brands. Wm. Jones has severed his connections with the store, his place being taken by Charles Tuckwell.

E. T. McGuire is having a pipe sale, and reports good business.

The Abraham stores have been featuring pipes.

Among the visitors the past week were: Gilbert Smith (Y. Pendez y Alvarez), F. R. Heisington (Cayey Caugas Cigar Co.), Mr. Jeitles (Jeitles & Blumenthal), Mr. Meyer (Manhattan Pipe Co.).

The Jefferson Leaf Tobacco Company, a new company recently formed at Sparta, Wis., opened their warehouse this week with fifty hands.

The United Cigar Manufacturers' Company opened their warehouse at Lodi, and at Evansville Brand's warehouse has been opened with an average force. A. Cohn & Co. have opened their Edgerton warehouse, and Frank Broughton & Co., a new firm, have engaged in business at Sun Prairie.

With the opening of McIntosh Bros.' warehouse at Stoughton, nearly all of the larger handlers are busy and deliveries are becoming more plentiful as the growers complete stripping. Sales are moving slowly, however.

At Oshkosh, Shuman & Zuehlke, cigarmakers, dissolved partnership. Otto Shuman will continue the business. Simon Orsikowski has opened a cigar factory at Monroe, Wis., and Louis Stellenberger has opened a factory at Superior.

Diehl & Murray's Successful Year.

Diehl & Murray, cigar manufacturers, of Westfield, Mass., report that they manufactured 1,500,000 cigars last year, chiefly of their popular brands of "Old Hickory," "Rusty Miller," "Diehl" and "El Tierras". This firm was founded in 1902, when J. S. Murray, formerly of the Westfield Cigar Co., and E. F. Diehl formed a partnership and began manufacturing, employing 45 hands. Since then their business has grown rapidly and their brands are well known throughout New England.

The Antillas Tobacco Co., of Hempstead, has filed articles of incorporation at Albany, N. Y., placing the capital stock at $10,000. The directors are W. H. Orr, Westfield; H. E. Ringholm, Brooklyn, and John L. Feeney, of Stapleton, S. I.

W. A. Lahr.

Enterprising Red Lion, Pa., Cigar Manufacturer.

THERE is perhaps not another town in the United States which has so many cigar manufacturing establishments within the boundary of its borough line than there are at Red Lion, Pa. It is not common in such cases that there are always a certain few who are regarded as the leaders in the industry, and this applies to Red Lion quite as much as it does to any other cigar manufacturing town, especially in the State of Pennsylvania, if, indeed, not even more so.

Of course Red Lion has a number of noteworthy establishments, but the one to which reference will be especially directed in this instance is that of W. A. Lahr, and whose likeness is portrayed above. Although still a young man, just entering the prime of life, he is widely experienced, having spent a number of his earlier years in acquiring a thorough knowledge of the business in high grade clear Havana manufacturing establishments of Florida. He is regarded as an expert judge of tobacco quality, and in the blending of the weed which is indeed an art that not all manufacturers have ever mastered.

As a skillful cigar manufacturer Mr. Lahr has a reputation that is indeed enviable. It is said that he can roll up the most difficult shape as dexterously as the average cigarmaker in his section of the country would display in the making of a cheaper product. The employees of the Lahr factory, therefore, have the advantage of a proficient tutor and his customers have undoubtedly also recognized in the Lahr product a noticeable degree of superior workmanship, as a result of the personal supervision of Mr. Lahr in the manufacturing department.

Mr. Lahr began the manufacture of cigars at Red Lion some years ago in a very modest way and by dint of energy and personal enterprise he has built up a substantial business, and in which he is giving, we have reason to believe, entire satisfaction to a large number of wholesale houses who are handling his product. Factory facilities have had to be increased at frequent intervals in order to meet the growing demand for the goods and by years of patient industry, guided by sound commercial principles he has won his way into the front rank as a progressive manufacturer.

Trade Quiet in Cincinnati.

Volume of Cigars Manufactured Shows Decrease—Changes Announced

CINCINNATI, February 11.

ACCORDING to the U. S. Internal Revenue report in the first Ohio District for the month of January, there has been a slight decrease in the output of cigars and a small increase in the output of tobacco as compared with the previous month. The report shows that the opening month of the year was a very quiet one for the industry here. The decrease in the output of manufactured tobacco, especially scrap chewing tobacco, as compared with January, 1909, is held responsible for the shrinkage in collections.

Many cigar factories report more orders on hand than at the corresponding period in many years previous and a healthy revival of business is expected as the year progresses. The total collections of the internal revenue in this district for January amounted to $222,311.62, as compared with $233,116.80 for the corresponding month of last year.

During the past fortnight retail dealers have noticed improvement in busness, an early recovery from the slump following the heavy trade before the holidays, which is appreciated.

The Joseph R. Peebles Sons Company has recently taken the agency for the "Charter" cigar, the leading brand of E. M. Schwarz Company of New York. President J. B. Wertheim of this firm has been in the city for several days.

A voluntary bankruptcy petition has been filed in the U. S. District Court by John H. Rohrer of Germantown, O., a tobacco dealer and farmer and a brother of David Rohrer, a distiller of that town, who is also bankrupt. The petition states that Rohrer signed accommodation paper for his bankrupt brother, David, to the extent of $86,609. The total indebtedness of John H. Rohrer is placed at $123,774.81. His real estate consists of a homestead tract, a leaf tobacco warehouse and a farm, with a total value of $43,700, most of it heavily mortgaged. There is on hand a stock of leaf tobacco valued at $400, and horses and mules valued at $1,300.

There is every indication at present that the strike of the girl cigarmakers will be settled within a few days. Negotiations have been held for some time between representatives of the operatives and the firms with whom they have had grievances.

Frank Dillings, a cigar salesman of Troy, O., was bound over to the grand jury by Police Judge Bode on the charge of embezzling $400 from the Ullman-Dreifus Company, cigar dealers of East Third street. Simon Ullman appeared in court and stated that he would not prosecute the salesman. Judge Bode, however, refused to dismiss the case and Dillings waived examinaton.

STOGIE INDUSTRY GROWING.

Cincinnati is fast becoming a stogie town, and bids fair to rival Pittsburgh in this respect. Since the introduction some months ago of the Lucke stogie, manufactured by the J. H. Lucke Company, this variety of smoke has become more popular than has ever been known here. Mr. Lucke states that the sales of his stogies have increased every month since their introduction on the market. Operatives at the factory on Court street are kept busy at all times. Most of the sales are confined to this city, although an effort will be made shortly to introduce the stogie in other cities.

Edward R. Singleton, Northern representative of Cuesta Rey and Company, is on a business trip to Chicago.

Phil. Frieder, of S. Frieder's Sons Company, returned from New York and the East last week, where he had been on a business trip for a week. He reports good trade.

A large number of salesmen have been in the city during the past fortnight. Among them were J. M. Landfield, of H. Anton Bock and Company, New York; D. Elmer Fishach, of M. Melachrino Company, New York; William B. McBurney, of Garcia Pando & Co.; Mr. Frank, of S. M. Frank & Co., New York; Maj. F. C. Witsell, of George W. Nichols & Co., New York; Harry Brown, of Brown & Brown, Baltimore; William Higgins, of the Park & Tilford Company, New York; Sidney Powell, of P. Pohalski & Co.; Mr. Smith, of Y. Pendez & Alverez; Ed Klein, of John W. Merriam Company; Louis Hartman, cigar broker, of Washington, D. C.; Ed. Waltman, of P. C. Fulweiler & Bro., of Philadelphia; Juniper E. Thomas, cigar broker, of Indianapolis; C. B. Stapp, of A. W. Mentzer & Sons Company, Euphrata, Pa.; L. Haas, of M. J. Lopez & Co.; Jos. Carlisle, of F. Garcia & Bros. Company, Tampa; Ralph Oppenheim, of Flauttau & Oppenheim, New York, and William Cluxton, of the J. A. Rigby Cigar Company, Mansfield, O.

Sam Tobac, of the Schinasi Bros., whose territory has been increased from New York to take in the Mdidle West, was in town last week. His Ohio headquarters are in Cleveland.

J. Gerson Brown, of the J. B. Moos Company, has just returned from Atlantic City, where he has been for two weeks on a pleasure trip.

Russians Smoking Better Cigars.

As indicating the various types and quantities of cigars made in Russia, the latest report of U. S. Consul General Snodgrass, of Moscow, is quite interesting. He says that the tobacco used in the manufacture of cigars in Russia is partly grown in the country from American seeds, but the best cigars and the wrappers of the inferior grades are made from tobacco imported, in the main, from the United States and Cuba. The bulk of the home tobacco is produced in Chernigov and Samara. In 1908 the factories engaged in the manufacture of cigars numbered 22, the number of cigars produced being 144,331,700, and the amount of tobacco used 1,387,656 pounds, as compared with 144,040,271 cigars and 1,385,532 pounds for the year previous.

Of the cigars manufactured, 80 per cent. ranged in price (wholesale) from 57 cents to $1.13 per 100; four per cent. from $1.15 to $1.55; and 16 per cent. over $1.55. It should be noted however, that cigars are consumed chiefly by the foreign population of Russia, as indicated in the large number of factories in the Baltic provinces—Poland and the two capitals, Moscow and St. Petersburg. The ancient Russians only knew the pipe, using the grade of tobacco called Makhorka. In 1908 the production of this grade aggregated about 144,000,000 pounds. The use of this inferior grade of tobacco is becoming gradually less, through the introduction of the cigarette, which is popular with all classes. In addition to the sale of cigarettes, 32,760,000 pounds of tobacco were sold for so-called home-made cigarettes; that is to say, the smoker buys the tobacco, casing, etc., and makes the cigarette himself.

A revenue tax has now been levied upon cigarette casings, so that in the future it will be possible to establish exactly the record of consumption of the home-made article. As Russia's production of tobacco is inadequate and the deficiency must be made up by importations, the United States contributing largely, but, as in other exports, selling through commission houses in Hamburg and Bremen.

Last Lot of 1906-7 Burley Sold.

The last lot of the 1906-7 Burley pool was disposed of at auction by the Burley Tobacco Society at Lexington, Ky., last week, when 88 hogsheads were sold.

Pacific Coast Pointers.

Business Brightens—Fire Damages Jobbing House—More Manila Cigars Arrive.

SAN FRANCISCO, Feb. 7.

AFTER rather a dull siege during the last month, the city business is now beginning to pick up quite noticeably, and what doubts there were about the outlook for this year are rapidly clearing away. Most retailers are now building considerable hope upon the prospective return of the slot machines, which the city authorities have virtually promised shall be allowed upon the counters, under certain restrictions, within a few weeks. If certain distasteful features arising from the machines can be eliminated, there is no doubt that much good will result to the trade, especially in the sale of higher-priced cigars, in which there was some falling off when the machines were banished last summer. The comparatively smaller number of men in the business will make the benefit larger at the start than it would be otherwise, but in all probability a good many new stands will be opened within the next few months, and rentals will have a tendency to go back to the former high figures.

Another matter of some interest is a proposition to provide a special part of the local street cars for the use of smokers. This has been tried before without much success, but Mayor McCarthy proposes to see if the plan cannot be carried out this time.

Horn & Co., one of the largest local wholesale houses, suffered a heavy loss by fire on the morning of Feb. 2. The fire originated in the store of Morris Bros., who occupy a portion of Horn & Co.'s building at 34-40 Drumm street, supposedly from a defective flue. The damage to the building was comparatively small, but Horn & Co. carried a stock valued at about $100,000, most of which was in the basement. The place was entirely flooded with water, so that whatever stock escaped the flames was otherwise destroyed. B. H. Pendleton, president of the house, states that full insurance was carried. The fire was the worst that has occurred in some time, lasting from 9 to 10.30 A. M. Five firemen were made unconscious by the smoke, and one of them is in a serious condition. It is stated that Horn & Co.'s business will not be interrupted, as large shipments are arriving all the time, and most customers can be promptly supplied.

A new wholesale house in San Francisco is the Hoffman-Moore Company, which has just occupied quarters at 502 Mission street, near First. The firm is controlled by J. Hoffman, who has been head salesman for Horn & Co. for several years, and Senator H. T. Moore of Honolulu. A large branch will be established in the latter city, under the immediate management of Mr. Moore, and Mr. Hoffman will cover his former territory in California. They will make a specialty of the line of Fitch Bros., of Cincinnati, and will also carry lines of Herman Warner & Son, and T. D. Hene, of York, Pa., in addition to which other lines will probably be added in the near future.

Nearly five and a half million Manila cigars have just arrived in this city on the steamer "Manchuria," and a considerable portion of this shipment will be sent to the Eastern trade. Some difficulty is reported in getting Manila goods on account of the shortage of revenue stamps in the Islands, but it is believed that the local brokers will have the goods forwarded and stamped here, on account of the enormous demand for the goods. Retailers report some improvement in the local demand, which appeared to fall off for a time, and Southern California is now having a big run in this line.

About half of the Manilas just arrived are for Castle Bros. Wolf & Sons, who are now taking large orders for shipment to the East. The Edw. Wolf Company is also getting in enough of these lines to supply some of the Eastern demand. H. L. Judell & Co. have received a large lot, but so far they have not had enough stock to go far outside of their regular Coast trade. The goods handled by them are all under their brand, "La Union," which line they control for the entire United States.

Edw. Sachs, traveling for Balbin Bros., will arrive in a few days for a visit to his Coast distributors, H. L. Judell & Co.

Emil C. Bondy, of Bondy & Lederer of New York, is expected on the Coast some time in March.

Mr. Berriman, of Berriman Bros., is now visiting the Coast trade.

Julius Unger, who has been for some time in the local wholesale department of M. A. Gunst & Co., has been transferred to Honolulu, where he will have a general supervision over the company's business. That territory is now coming to the front very rapidly, and M. A. Gunst & Co. are strating an active campaign to put their "staple" lines in the lead there.

Sam Wertheimer, of Wertheimer Bros., of Baltimore, is now visiting the trade in this territory, in company with I. Danziger, the regular representative here.

Herman Moss, of the S. R. Moss Cigar Company, has just returned to San Francisco after spending several weeks at the factory in Lancaster, Pa.

Max Silverthau, representing Mendoza, Bonilla & Co., is expected here next week.

I. Pollak, who has for the last year conducted a high-class stand in the Merchants' Exchange, has opened a new place at 80 Ellis street.

P. Meyer, of the Cortez Cigar Company, is expected shortly by his representatives, Bier & Saalburg.

T. F. Cohen is making his headquarters with Rinaldo & Beebe in this city as Coast Representative of the American-West Indies Sales Company. It is understood that he will specialize on the "Bingo" cigar, which Rinaldo & Beebe have successfully introduced into this territory.

Edward Wolf, of the Edw. Wolf Company, is expected back from his Eastern trip in about two weeks, and will be accompanied by H. Anton Bock, manufacturer of the "Don Antonio," one of Mr. Wolf's leading lines.

Chas. Mattheas & Co. are entertaining Mr. Brummel, representative of E. Regensburg & Sons, who will be here for some time.

Frankel, Gerdts, & Co., the local manufacturers, are making considerable addition to their factory force. D. Frankel of this firm has just returned from his Northern trip.

Tillmann & Bendel are now carrying six different lines of 5-cent goods, and report a very satisfactory sale on every one of them.

Some excitement has been caused here by the seizure of considerable quantities of Manila goods. Several lots of cigarettes, one amounting to a million, have been seized on account of a misunderstanding as to the proper valuation on which the revenue should be based, and a similar number of cigars were confiscated for the same reason.

Harry Bercovich, of H. Bercovich & Co., has been seriously ill for several weeks.

New Tax Aimed at Tobacco Trust.

RICHMOND, VA., Feb. 9th.—A license tax on corporations, aimed especially at the American Tobacco Co., was introduced to-day in the House of Delegates by Speaker Byrd. The new measure is meant to take the place of the property tax now in effect and will be levied on the receipts of all corporations. The receipts of the American Tobacco Co. in Virginia amount to at least $24,000,000 annually and a tax on the new basis would amount to , approxiamtely, $200,000. Speaker Byrd also has in mind a similar tax on the Standard Oil Co.

The Old Union Snuff Mills, Inc., have opened a factory at 187 Pearl street, Brooklyn.

Price Cutting Continues in Boston.

Drug Stores Combating for Supremacy—Changes in Cigarette Prices Show Increase.

BOSTON BUREAU, February 12.

BOSTON is at present the center of a crucial battle between the most powerful interests in the drug industry. It is believed that upon this fight depends the question of whether the United Drug Company of this city, who control twenty-one stores in the New England States, will succeed in gaining control of the drug business in this country. For some years the drug trade in America has been slowly but surely organized by vast interests, until to-day two or three great houses practically control the market. Of these manufacturing and jobbing houses the United Drug Company is one of the leaders. The fight for national control has been waged with such keen competition that many of the patent medicine houses who once received fancy prices for their remedies, now find that the best thing they can do is to sell out to some one of the larger interests or else be content with having their goods bought and sold at reduced rates. The so-called "cut-price war" in drugs has been going on for some time, and the Rexall stores are known to almost everyone.

One of the strongest competitors, in this city at least, have been the eight stors of the Jaynes-Riker Company, of which J. B. Cobb, formerly one of the vice-presidents of the American Tobacco Company, is at the head of. In his attempt to establish a line of stores in the various New England towns he has met the forces of the United Drug Company and others controlled by the United concern. This cut-price war has had much to do with the cigar business. The Jaynes-Riker Company have been selling our leading 10-cent brand of cigars at 6 cents each and for the past few weeks the United Cigar Stores Company here have been offering and selling the same brands at 5 cents each. In Brockton, Lowell and Salem these same brands of 10-cent cigars are being sold as low as 2 cents each when purchased in connection with 25 cents' worth of other cigars.

The little retailers here have been good customers of the United Cigar Stores Company of late. In addition to buying these cigars below cost, they get the coupons as well.

Our cigar factories which make these cigars are all very busy. Usually they lay off help at this season, but this year additional workmen are being put on. The "Quincy" factory has put on 26 more cigarmakers during the past few weeks. While this slashing of prices is on, our retailers are finding it hard to get the regular price for these brands and are contenting themselves with pushing the sale of other brands of cigars.

The new Jaynes-Riker drug store on Washington street opens up for business in a week or two, and it is expected that they will pay particular attention to the cigar end of the business, in competition with the Adams House drug store, which they failed to buy out and so opened this new store.

The United Cigar Stores Company opened their new store yesterday, corner Friend and Union streets, and gave away the customary souvenirs—match safes and double coupons to purchasers.

Gustavo Preston, the Porto Rican cigar and sugar importer, has returned from a trip to Porto Rico.

R. Paris, representing the Manchester Cigar Manufacturing Company of Baltimore, was a recent caller on our jobbing trade. Mr. Paris met with much success with the new style package of "Match It" cheroots and "Havana Cadets," a 9-for-15-cents package that bids fair to become a great seller in the line of short smokes.

Mr. Lewis, of the I. Lewis Company, makers of the "Cobs," "Golden Eagle" and "Telonetts" little cigars, called on the trade this week in company with R. D. Carnes, the firm's local representative.

Louis Shapiro and C. T. Ellis (Nestor Gianaclis Co.) left this morning on a trip through Connecticut, where the "Nestor" cigarettes are great sellers.

H. La Bresque is in town doing some clever advertising work on the "Autolite" cigarette.

The American Tobacco Company has advanced the prices of the following brands of cigarettes: "Sweet Caporal," "Hassan," "Tolstoi," "Sovereign," "Perfection," and "Mecca" to $4.10 per thousand; "Trophies" and "Helmar" to $7.90 per thousand; "Moguls," $10.50 per thousand, and "Murads," $10.25 per thousand; "American Beauty" and "Cycle" to $2.10 per thousand. In every case extra free goods are being packed, which covers the increase in price.

W. F. Aitken, president of Flower City Pipe Company, Rochester, N. Y., was here recently.

David Amselem, of 35 Lincoln street, cigar manufacturer, has filed a voluntary petition in bankruptcy. Liabilities are placed at $1100 and assets at $100.

A small fire recently occurred in the store of the Bay State Cigar Company, at 913 Washington street. Damage amounted to about $150.

BEN ALI.

With the Baltimore Trade.

BALTIMORE, Feb. 12th.—An attractive display of El Wardo cigars, manufactured by the Sig C. Mayer & Co., Philadelphia, was made recently in the store of Harry Karger, who has had an unprecedented success in moving this popular brand of nickel cigars.

The Eutaw House cigar stand, formerly conducted by Lilly, Dungan & Co., has been closed, and hereafter the hotel management will run the stand in its own interest.

B. Paris, proprietor of the Manchester Cigar Manufacturing Company, reports a big demand for his new brand of "Havana Cadets." These little cigars retail 9 for 15 cents.

A voluntary petition in bankruptcy has been filed by Philip B. Lang & Co., the liabilities being fixed at $5,841.61; assets, $5,644.67. Louis N. Frank and R. S. Williams have been appointed receivers. This firm recently moved into new quarters on West Baltimore street, where their expenses were largely in excess of their former quarters on Hanover street.

Retail business here shows some improvement over the first month of the new year. Factories here are steadily employed.

Upon his return from a visit to Cuba last week, Marcelino Perez, of Marcelino Perez & Co., cigar manufacturers, announced that he had purchased an interest in the Redencion factory of Havana. Mr. Perez's son, Manuel L. Perez, will have charge of the factory, and it is their intention to push the output extensively throughout the United States.

John (Jack) Tobias, of Chicago, will represent F. Lozana, Son & Co. on the Pacific Coast.

Peru Grants Tobacco Monopoly.

The American Legation at Lima forwards a copy of the Peruvian Government announcement of December 13, 1909, granting a monopoly in foreign manufactured tobacco. The selling price is to be fixed by the Government in accord with the monopoly company. A further official announcement states that the National Tax Collecting Company, charged with the collection of the tobacco revenue, shall sell to manufacturers the tobacco it has deposited in warehouses at its cost price, according to class, with the following additional charges: (1) Native tobacco, 4 soles ($1.95) per kilo (2.2 pounds), net weight; (2) tobacco from Mexico, Central and South America, 5.8 soles ($2.82) per kilo, net weight. This resolution shall obtain in the Department of Loreto, as soon as the law for the expropriation of the tobacco factories has been given publication

Slump With Ninth District Factories.

Lancaster Trade Dull—January Shows Small Output—Leaf Packers Buy Slowly—Interesting Trade Notes.

LANCASTER, Feb. 12.

THE members of the cigar trade in Lancaster were occupied for some time during the earlier part of the month in discussing the great decrease in the production of cigars during the month of January. Trade conditions during that month all along seemed to be fairly good, and it therefore came as a great surprise when the report of the Collector of Internal Revenue was announced and with regard to the sale of cigar stamps there was a production during the month of January of only 48,790,700 cigars, which was indeed the smallest record of output of the month of January in ten years, as is shown by the following table:

January, 1909	50,437,000
January, 1908	51,786,250
January, 1907	67,419,800
January, 1906	64,965,200
January, 1905	57,707,000
January, 1904	54,739,700
January, 1903	61,198,500
January, 1902	62,965,000
January, 1901	70,707,700

At the present time factory conditions do not seem to be very bad, and there is some reason to hope that February will show better results proportionately than January did. It must be taken into consideration, however, that this month has several holidays, in addition to four Sundays, and that as a matter of fact there are just 21 working days in this month. This is sure to have a certain effect upon the production of cigars.

The leaf tobacco packers are not so much elated from what the writer can gather from the deliveries which have thus far been made of this year's crop. In fact, there are quite a number of them who are not buying at all, and who say they will not buy at prices which have recently prevailed. Some complaint has also been heard that farmers are not sorting their crops as carefully as might be desired, and are inclined to let filler tobacco slip into what should be strictly wrapper leaf. A good many buyers have withdrawn from the field, at least temporarily, to await further developments.

Julius Vetterlein of Julius Vetterlein & Co., Philadelphia, was recently a visitor to his firm's local warehouse here, and was also prospecting in the market for some old goods. To a TOBACCO WORLD representative, Mr. Vetterlein stated that he could find neither old goods which he desired and that the new crops did not interest him at the present prices.

John F. Brimmer, of the leaf packing firm of John F. Brimmer & Son, returned recently from a short visit to Ohio. Mr. Brimmer was not particularly impressed with the goods there this year and decided that for the present, at least, he would make no purchases, and returned to this city. The old goods of this firm have been pretty well sold out and just recently several hundred cases were disposed of, which reduced their holdings to a minimum.

J. W. Brenneman has lately been receiving several crops of tobacco which were bought early in the season, and which a cursory inspection would indicate as being very desirable crops. Mr. Brenneman has practically sold out all his old goods and would put up a fair-sized packing if he can find crops that are satisfactory to him.

H. C. Berger, who has lately been in the leaf tobacco business, with an office on E. Chestnut, has taken a building on Coral street, where he proposes to begin the manufacture of cigars as soon as he can get in readiness for such operations.

J. K. Leaman is now very comfortably installed in his new office at 18 E. Chestnut street. He has given up the warehouse at Lancaster and will from now on conduct his packing business at Bird-in-Hand, which is a short distance out of the city. Mr. Leaman has spacious quarters at the above address and is directing his attention more particularly to a wholesale trade and along which lines he is developing quite satisfactorily.

J. F. Heiland, of the well-known leaf brokerage firm of J. F. Heiland & Co., has been recipient of many messages of condolence upon the death of his mother, who died recently at the advanced age of 72 years.

John R. Young, a well-known Philadelphia broker, was among the recent visitors in this city, and it is announced that he made sales of considerable quantities of goods for some of his trade.

John W. Duttenhoffer has been for some little time in Ohio making some purchases of the new crops in that State. Mr. Duttenhoffer has for some years past been buying a certain quantity of Ohio product each year, and if conditions continue favorable there, he will no doubt secure a fair-sized quantity of goods in the Buckeye State this year again.

P. H. Fratz, who had been for many years identified with the cigar industry in Philadelphia, and was at one time a member of the firm of Mecke & Co., which did a considerable business, is now located in Lancaster, where he is for the time being staying with friends. When met a short time ago by a TOBACCO WORLD representative Mr. Fratz stated that it was quite likely that he would remain in Lancaster indefinitely.

The leaf tobacco firm of E. W. Marquisee & Co., who were until the first of the year located in the rear of 419 N. Prince street, has been dissolved and Mr. Marquisee is now seeking other connections. Mr. Sukovice, a member of the firm, will remain in Lancaster and continue to do business under the firm name of Sukovice & Co. He has procured a warehouse at N. Christian street, formerly occupied by J. Vetterlein & Co., of Philadelphia.

T. W. Mitchell, of the leaf firm of Mitchell & Ottinger, has lately been making several business visits through York County and it is reported that he placed considerable quantities of their Florida wrapper leaf. Trade has been reported quiet by them during the month of January, but February has opened rather auspiciously.

Root & Baker, leaf packers at Landisville, have now a goodly force of workmen engaged in sorting and packing the new crops. They have also recently received a consignment of Ohio tobacco, which will be put up at their Landisville warehouse.

By reason of the will of the late Menno M. Fry, the business of the firm of Menno M. Fry & Co. is being entirely closed up. Charles E. Long and Herbert P. Taylor, who were connected with Mr. Fry until his death, are now engaged in the leaf business on their own account, and are at present occupying the former firm warehouse at Landisville.

It is reported that a new cigar factory will be located at Blue Ball by the United Cigar Manufacturers' Company. It is stated that John Sheetz, now at one of the firm's factories in York County, will take charge of the Blue Ball factory.

A. N. Wolf, of Akron, has begun the packing of 1909 crops of tobacco recently purchased by him. Mr. Wolf has been for a number of years buying up and packing each season and has become to be regarded as an extremely careful handler of leaf.

Thieves recently made their regular annual visit to the cigar factory of Stumpf & Boas, at 715 Manor street, Lancaster. For four consecutive years such a visit has occurred at this factory and the last previous visit made was just about one year ago. No heavy amount of booty was secured, as they were evidently frightened away before they had completed their work.

The new Kinsport cigar factory at Lititz has been opened. It is stated that a high grade of workmanship is being turned out at this factory and that only thoroughly experienced cigarmakers are being employed. The building affords facilities for the employment of nearly two hundred hands, which is to be enlarged as soon as the present capacity is taken up. This factory, which is one of several that are being operated for the United Cigar Manufacturers' Company of New York, is under the personal supervision of Martin Kingsport, of Ephrata.

Louis Kramer, of the former leaf tobacco firm of Kramer & Goldberg, has taken a warehouse on W. Lemon street, immediately adjoining that of Jos. Goldberg, and will engage in the leaf tobacco packing business. A very neat suite of offices has been equipped and some little tobacco has already been bought by him.

Simon Shissler, the popular cigarist on North Queen street, narrowly escaped serious damage by fire during a recent conflagration here, which caused a loss estimated at $400,000.

I. H. Weaver, leaf tobacco packer, left last week on a tour of inspection through Ohio, where he has extensive holdings.

H. G. Hoeltzel, manufacturer and retail dealer at 5 N. Queen street, is doing quite a thriving business on the "Lancaster Gentleman" 5-cent cigar, which he makes. His "1105," a straight Havana filled cigar, is also making a good record. Sales are increasing steadily, and business generally is fair.

Barney Livingston, representing H. B. Hardenberg & Co., makers of advertising novelties in New York, has been circulating in the trade here lately.

The Inland City Cigar Box Company report that so far February business with them shows some improvement, and sufficient orders have been in hand to keep them at work on full time.

Jacob A. Bowman, of Jacob A. Bowman & Bro., this city, has been for some time in Ohio and purchasing of the new crops of leaf.

Chas. J. Lederman is at present on a business trip West.

Important Enterprise at York.

Cinco People to Erect New Mammoth Building—Manufacturers Generally Progressing.

York, Feb. 12.

OTTO EISENLOHR & BROS., of Philadelphia, a few days ago acquired title to a property located at the northwest corner of S. George street and Boundary avenue, which belonged to the estate of Henry Bierman, deceased. It is stated that it is proposed to erect upon the site an immense cigar factory building which will portray a fine architectural effect. The plot covers a space of 83 feet on George street and 230 feet on Boundary avenue. This factory, when completed, it is stated, will be one of the largest which the firm has in its total number of sixteen. The construction will be of a highly sanitary nature and thoroughly modern in every respect. The building will afford employment for over 500 hands and work on the erection of the new building will be pushed vigorously.

H. J. Roth & Co., of McSherrystown, informs us that they have, since the new year, booked some large orders and that their factory is being operated with a full force of cigarmakers. This firm has met with considerable success in the past few years, and is now among the larger active factories at that place.

The McSherrystown Cigar Company, under the direction of H. J. Roth, is making quite a success of their "Judge Martin" and several other brands of cigars, especially along the Pacific Coast States. All the productions of this factory bear the label of the Cigarmakers' International Union of America.

Chas. E. Miller, who as the maker of "Pure Grit" brand of union-made cigars, has won a wide reputation, reports that certainly his trade has been increasing in volume, especially from Pacific Coast points. There has been no recession in activities since the new year set in.

J. G. McKinney's Son, also of McSherrystown, announce that their business has been improving quite nicely. They are makers of a brand called "President's Taste," which is retailed at 10 cents, and there appears to be quite a run on the brand.

Jacob Winter, a member of the cigar firm of R. W. Spotz & Co., at Red Lion, has returned from a business trip through the Western part of the State, which was his initial trip to that section of the country, and he is highly elated with the results obtained.

Walter B. Hostetter & Co. recently moved into their new headquarters at 31 E. Philadelphia street. Their offices are easily among the handsomest in this city, and their warehouse facilities have also been greatly increased.

After remaining at his office just long enough to repack and replenish a full line of samples, H. G. Blasser, of H. G. Blasser & Co., left again on Sunday for another trip West. He had just returned from a flying visit through Western Pennsylvania, West Virginia and a portion of Ohio. It was one of the best trips he ever had, he said.

For some time past Jos. Kauffman, of A. Kauffman & Bro., cigar box manufacturers, has been in poor health. He had been under special treatment at a Wernersville (Pa.) sanitarium for several weeks, but improvement was slow and recently he returned to his home in York. His condition is not regarded as critical, but he is still confined to the house.

The "Billy Possum" 5-cent cigar is fast becoming one of the most popular brands made by Warren Beck & Bro., of York. These goods have been successfully placed with a number of active distributors with whom they have become trade makers and duplicates are coming in steadily.

N. Gillen, leaf packer of this city, has been for some time past in the Wisconsin leaf markets making some extensive purchases.

When last heard from R. M. Granat, of Robt. M. Granat & Co., of York, was having a good business in leaf tobacco among the Detroit houses.

It is reported here that Raymond A. Heiland, of John F. Heiland & Co., leaf brokers of Lancaster, Pa., recently made a sale in York of 100 boxes fancy, table sorted Zimmer Spanish tobacco. This is among the largest sales of this kind recently reported.

J. Kosminsky, formerly a resident representative of the Kraus-McFarlin Co., growers and packers of Florida tobacco, but who some months ago left York, has returned to this city, and we understand he will represent in this section S. Rossin & Sons, of New York.

T. D. Hene, leaf dealer of this city, has been spending several days in New York City lately.

W. M. Gemmill, a well-known Red Lion tobacco dealer, has recently returned from a purchasing expedition through Wisconsin and where he succeeded in procuring several car loads of choice leaf.

H. F. Martin Cigar Company at York has experienced during the past two weeks the largest shipments of cigars that they made since coming into York city. The demand, it appears, is for their "Keen-Kutter" brand. These goods are being now widely exploited and an immense trade is beginning to come their way.

J. A. Shuhart, a well and favorably known cigar broker of York, has returned from an extended trip West, during which time sales affected exceed the volume of business which he has ever done upon any previous trip. He is now contemplating a trip South.

Theodore Byxbee Injured.

Theodore Byxbee, of the Lichtenstein road force, is laid up in the York Hospital and Dispensary, York Pa., as a result of a serious fall on the ice January 17th, when he fractured his right limb in two places and dislocated an ankle. Mr. Byxbee is being treated by two of the best known physicians in York, Drs. King and Bacon, and they tell him that it will be some weeks before he can get out, even with the aid of crutches. Mr. Byxbee is one of the most popular men in the trade and his friends extend to him their deepest sympathy.

NEW YORK.

New York City.

There has been an unusual quietness in the leaf tobacco market. This is but a reflection of the general conditions prevailing in the cigar industry throughout the country, as was shown by the reports of the Internal Revenue Bureau in its record of stamp sales. The present situation is all the more perplexing in view of the fact that there is not a large stock of goods in the market, and, in fact, of some types the supply is visibly short. It seems reasonable, therefore, to expect that the cigar industry will soon have to seek replenishments of its stock of raw material, and then the market is bound to again become more active. Reports from growing sections are not the most encouraging concerning the quality of the 1909 crops of tobacco, and that, too, may have its fuller bearing on market conditions in due course.

Sumatra tobaccos have been pretty well reduced, and importers are now engaged in active preparations for the first of the Spring inscriptions which will take place in Amsterdam on March 11th.

The Havana market was augmented last week by the sale of one exceptionally large lot of choice leaf to an out-of-town manufacturer. New tobaccos are thus far being taken largely in sample bale lots.

Syracuse.

The market in old goods has been rather quiet. There is still considerable discussion going on among the tobacco growers concerning the advisability of still more greatly reduced acreage for the next planting, owing, it is alleged, to the unsatisfactory prices which are being obtained for the 1909 crops.

Elmira.

Tobacco packers are reopening their warehouses and some tobacco is coming in, although the buying is reported to be progressing slowly. At Addison, Farnham & Reynolds have commenced assorting and packing and a good force of help is now employed.

PENNSYLVANIA.

Philadelphia.

The general report among leaf tobacco houses of Philadelphia is that trade has lately fallen off considerable, although a few salesmen recently returning from short trips through several cigar manufacturing districts reported that some orders of fair volume was their good fortune. At least, so they considered it, because the conditions of the sections they visited were not at all favorable to making sales of large lots of goods. Salesmen visiting this city were unanimous in declaring that no inducements which they could offer at present seemed sufficiently attractive to invite immediate action and consequently little business had been done by them.

Some little business was done in Sumatra tobaccos, the stock of which in the hands of local houses had been pretty well depleted, and a moderate replenishment was necessary to tide them over until new goods came into the market. Prices were well maintained, however.

In the Havana market there is little or no change. Desirable offerings are finding buyers, but the quantities offered are somewhat limited. Prices have remained firm.

Lancaster.

Notwithstanding the apparent quietness at present, the market is well cleaned out of old goods. The estimated 7000 cases in hand several weeks since, have now dwindled to less than half of that quantity. Recently several sales were concluded by Lancaster packing houses which made a perceptible reduction in their holdings, and one packer announced he has only about 75 boxes left.

There seems to be somewaht of a deadlock at present between packers and growers in Lancaster County over prices of the new crops, and in view of the present state of the market it is not believed that packers will buy much more at prices recently prevailing. In fact, some of them are not specially attracted by the appearance of the new crops since they have been stripped, and will not pay the 11-cent mark which had become not an uncommon figure up to a couple of weeks ago.

York.

Buying of the new crops is progressing very slowly and agents of the American Cigar Co. are probably the most active of any now prominently in the field. Some of the local packers declare that unless prices moderate considerably they will not attempt to put up any packing at all this year. The average of the new crops is said to be about one good one out of each twelve inspected.

NEW ENGLAND.

Hartford.

The new crops of tobacco have now about all been taken from the poles and a considerable quantity has been purchased, but the prices at present are not as high as were offered when the buying movement first began. Twelve cents is now regarded as a top-notch figure and, in fact, tobaccos are being bought as low as 9 cents. Of course, there are some farmers who will not sell at such figures and threaten to put their own crops up into packings. There have been buyers in the field, but their purchases so far as can be learned have been meagre.

Hazardville, Conn.

Tobacco growers in this vicinity have disposed of their crops of 1909 leaf, and the prices thus far received average well. Buyers have been making frequent trips among the farmers, but the purchases have thus far been limited.

Hatfield, Mass.

Delivery of tobacco by farmers to warehouses has been progressing rather steadily, and will soon be all taken away from the farmers' hands. About 11 to 13 cents has been the prevailing figures lately.

Suffield, Conn.

Prices received by tobacco growers for their crops this year have varied from 10 to 15 cents. It is probably due to this fact that complaints have been so strong about poor prices received. The farmer whose crop did not bring as much as his neighbor was, of course, displeased, and yet the tobacco men say that there was a difference in the marketability of the crops which made it necessary for him to buy the crop at a lower figure or not buy it at all.

WISCONSIN.

Edgerton.

The buying movement is still proceeding along very quiet lines and, if anything, it is gradually becoming less active. Packers seem to be indifferent as to the matter of increasing their holdings. Scattered purchases made here and there at later quotations only are being reported. In the receiving of the new crops the warehouse men are taking in the goods as rapidly as the storage facilities permit and very little friction between the packers and their growers has thus far come to notice. A comparatively small proportion of the purchases thus far made have as yet been taken into the warehouse. Little of importance has transpired in the market for old goods. The demand appears to be running largely for the cheaper grades of goods and the sale of some few hundred cases of '06 tobacco for stripping purposes was among the largest sales recently consummated.

Janesville.

Deliveries are in progress at all the receiving points and tobacco is being taken in as rapidly as warehouse facilities will permit. Several local warehouses were recently opened at nearby places. It seems that the lower grades of goods, which include filler, ragged binders and trash of the new crop are bringing slightly lower prices this year than usual and yet the demand as yet is strong as compared with the former seasons and once again exporters are getting some of the goods which during the past few years they were practically crowded out of owing to the strong competition of domestic manufacturers. Price is always the determining factor and when lower grades of tobacco can be secured cheap enough, there is a large outlet for it in the export market.

OHIO.

Dayton.

A number of eastern buyers have been in the market lately but the purchases in many instances have thus far not been heavy. In fact some have returned to their respective homes without having secured any tobaccos at all, intimating that the conditions at present do not suit them and they preferred not to enter the field, at least for the present. Some of the Dayton packers, however, have been buying steadily and the major portion of the Gebhart crops is believed to have been taken up.

Miamisburg.

Farmers are busily engaged in completing the stripping of the 1909 crops and deliveries are becoming more general. It appears that 10 cents has been the ruling price in this section and yet some of the packers do not seem at all anxious to buy extensively at this figure. The present indications are that the crops in the northern section of the State are being bought more rapidly than in this section, but it is still hoped that buying will begin more vigorously now that the stripping has been pretty well completed and the buyers can make a more careful inspection.

Arcanum.

There is some tobacco being bought in this section right along, but at no increase in price. Nine cents seems to be about the top notch for Zimmer Spanish. In fact, there are some indications that there may be a still further slump in these prices. Both seed and leaf were being rapidly picked up.

The Cuban Market

From Our
Exclusive Bureau
36 Zulueta
Havana, Cuba.

HAVANA, February 7th, 1910.

MANY leaf buyers, as well as cigar importers have arrived at Havana during the past fortnight. Unfortunately it seems as far as the tobacco trade is concerned, that some of the visitors were intent upon looking for goods which had already disappeared from our market. While the Tampa manufacturers have also been here in number, they have come more for the purpose of convincing themselves about the actual state of the coming crop, by personal visits to the tobacco growing section, than to stock up heavily. Naturally, they have not neglected to look over our market and picked up some goods which they could use.

Remedios tobacco, as well as heavy styles of Vuelta Abajo and Semi-Vuelta, have been principally in demand by manufacturers of mixed cigars and American dealers who were in need of some to supply themselves for their customers. Stocks are still plentiful, if the number of bales are counted, but the coming buyers must not be too exacting in their pretentions. Choice goods do not abound any longer, and owners of such Vegas are very stiff, while the medium styles which are offered upon more reasonable terms either lack something in curing still, or are a trifle too mild, as well as being of a shorter leaf and not packed as clean. If the coming crop should be shorter in quantity and higher in price, then the remainder of the 1909 growth is bound to sell more readily and all present defects will be overlooked. But this will all depend upon the demand in the United States by the clear Havana cigar manufacturers, as well as by the seed and Havana factories, how the future course of our market may shape itself.

PROSPECTS FOR THE CROP.

Up to this time the aspect of the new crop was by no means promising. The dry weather in the Vuelta Abajo has done harm by arresting the growth of the plants in some of the famous lowland districts, such as San Luis, and San Juan y Martinez. The exceptions are to be found only upon the larger plantations, where the owners had gone to the expense of constructing irrigation plants. The tobacco in the Rio Hondo district should be excellent, however, and also in the remates section, as well as part of Lomas.

As it has rained around Consolacion del Sur and the so-called Semi-Vuelta region the crop may be good and large. In general, the different sections of the Partidos present a more satisfactory outlook, as irrigation is practiced by the larger planters, and the small Vegueros have been brought up in the handling of the primitive watering pots. As water is more easily to be had than in Vuelta Abajo, the farmers and their families are all helping to quench the thirst of the growing plants. Of course, the rainfall is preferable but in case of need, the artificial watering will answer. The weather clerk also helped several localities with a light shower.

Reports from the Remedios or Santa Clara province are mixed. Some places report a fair crop and others a poor one, but as this class of leaf is usually a month later than in the Vuelta Abajo, there is still a chance of improvement, if only one or two rainfalls should come this month.

Sales amounted to 15,089 bales, which represent 5,881 Vuelta Abajo and Semi-Vuelta, 650 Partido and 8,558 bales of Remedios. American buyers purchased 11,521, exporters for Europe 1,235, local cigarette and cigar manufacturers 2,333 bales. Exports of leaf tobacco from the Port of Havana from January 16th to January 29th, inclusive, 1910, were:

To all ports of the United States.....	9,671	bales.
To all ports of Europe.....	1,204	"
To Buenos Ayres and Montevideo.....	194	"
Total	11,069	Bales.

BUYERS WHO ARE IN THE MARKET.

Principal buyers who come and go.

Arrivals:—H. Stern, of the Stern Co., New York.
Wm. Bader, of Wm. Baeder, New York.
N. E. Guedalia, of Guedalia & Co., New York.
Julius Davis, of Julius Davis, New York.
David Del Monte, of David Del Monte, New York.
Ernest Ellinger, of Ernest Ellinger & Co., New York and Havana.
Felipe Rodriguez of F. Rodriguez & Co., New York and Havana.
Max Stern, of Sylvester & Stern, New York and Havana.
George Russell of the Stratford Cigar Co., New York.
Isidro Menendez, of Isidro Menendez, New York.
F. R. McDermott, of F. R. McDermott, New York.
Marcelino Perez, of Marcelino Perez & Co., New York.
Henry Bernheim, of I. Bernheim & Sons, New York and Havana.
Percival S. Hill, President of the American Tobacco Co., New York.
E. T. Ware, Chairman of the Henry Clay & Bock & Co., Ltd., New York.
Allie Sylvester, buyer of the Havana-American Co., New York and Havana.
George Thompson, of Thompson Bros., Montreal, Canada.
H. Hyman, of S. Hyman, Montreal, Canada.
M. Elkan, of E. Youngheart & Co., Montreal, Canada.
M. Friedman, of M. Friedman & Co, Chicago, Ill
Wm. H. Yocum, of Yocum Bros., Reading, Pa.
Felix Eckerson, of Felix Eckerson & Co., Philadelphia, Pa.
John Kolb, of Theobald & Oppenheimer Co., Philadelphia, Pa.
Jacob Labe, of Benjamin Labe & Sons, Philadelphia, Pa.
Roland Frese, of Frese & Riesch, Bremen, Germany.
Joseph Loeb, of Loeb-Nuñez Havana Co., Philadelphia and Havana.
A. Struckman, of the Loeb-Nuñez Havana Co., Philadelphia, Pa.
W. N. Fisher, of Alles & Fisher, Boston, Mass.
Sam Gryzmich, of S. Gryzmich & Co., Boston, Mass.
E. J. Blaise, of S. S. Pierce Co., Boston, Mass.
Julius Fecht, of Julius Fecht, Ottumwa, Ia.
Frank Diaz, of V. Guerra, Diaz & Co., Tampa, Fla.
A. L. Cuesta, of Cuesta, Rey & Co., Tampa, Fla.
Emilio Pons, of Emilio Pons & Co., Tampa, Fla.

Ed. Manrara of the Manrara Bros. Co., Tampa, Fla.
M. Chavez, of the Manrara Bros. Co., Tampa, Fla.
Leopold Powell, of Leopold Powell & Co., Tampa, Fla.

Departures:—John N. Kolb, for Philadelphia.
Felix Eckerson, for Philadelphia.
H. G. Taussig, for Chicago.
Mike Friedman for Chicago.
Henry Fisher, for New York.
N. E. Guedalia, for New York.
M. Greenwood, for New York.
F. R. McDermott, for New York.
Domingo Menendez, for New York.
Charles Landau, for New York.
H. Stern, for New York.
Max Elkan, for Montreal, Canada.
Wm. H. Yocum for Reading, Pa.
Albert W. Kaffenburgh, for Boston, Mass.
W. N. Fisher, for Boston, Mass.
Frank R. Diaz, for Tampa.
Wm. Baeder, for New York.

LACK OF ORDERS AFFECTS FACTORIES.

Havana cigar manufacturers are stil complaining, and they have a right to do so, as far as want of sufficient orders are concerned. The majority of our factories were compelled to reduce their forces, so that about only one-half of the cigarmakers are working. Only the very largest of our independent factories are forming any exception to this rule. To better the cigar industry there seems no other help except to make special treaties with the chief countries which import Havana cigars and to accomplish this, we need diplomacy and time. Discriminating, and tariffs raised to almost the prohibition point, have been the chief causes of the retrograde movement in our factories. The new year has also commenced with a big shortage again as the following exports will show, viz.:

From January 1st to January 15th, 1909.....5,029,143 Cig.
From January 1st to January 15th, 1910.....2,173,323 Cig.

Decrease in 1910, viz:.....2,855,820 Cig.

Henry Clay & Bock & Co., Ltd., are well supplied with orders and are working with full forces considering the time of the year. Don Gustavo Bock had quite a sever attack of the "grippe," but is fortunately vastly improved so that he will attend the business again to-morrow.

Sol does not complain, although Behrens & Co. are truthfully admitting that they could fill more orders just now with prompt dispatch. Other busy factories are: Romeo y Julieta, Partagas, Viuda de Josĕ Gener, (La Escepcion) and H. Upmann.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Sobrinos de A. Gonzales sold 2,210 bales in the past fortnight. This sterling house, which has been in existence since 1868, at 116 Principe Alfonso street, has finally moved into its superbly constructed new edifice, 152-158 Industria street, on January 28th, and your correspondent had the pleasure of being shown the whole interior of this modern tobacco warehouse, from the cellar to the top story in the rear of the building. To get an approximate idea of it, the following figures may elucidate the readers of THE TOBACCO WORLD. It stands upon a plot of ground of about 43x43 meters of 1,179 meters square inside, extending on Barcelona street the same front as on Industria street; it was built of stone and iron exclusively, excepting only the between decks which are partly of wood. The height of the building is 7 meters in front, and in the rear there are two stories for the clerks and porters of the house. The old established custom of the firm to give their employees board and lodging has been retained, and their quarters are large, airy and comfortable, iron beds having supplanted the old *"catres"* or hard cots. The dining room table is now accupied by 22 people employed by the house, and easily 35 could be seated. The office is furnished in mahogany and shows up well.

The cellar will hold 2,000 bales, and the whole capacity of the warehouse is from 25,000 to 30,000 bales, according to the height necessary for the piling of them. This makes it one of the largest tobacco warehouses I know of, as far as capacity is concerned. There are no small rooms, and all the bales are stored in a large gallery which is running along the whole building, excepting the office part, and two large *"patios"* or courts, but tobacco can also be laid out in the galleries for inspection. The ventilation is perfect, every modern improvement, such as electricity for lighting, as well as hot and cold water, up-to-date baths and toilets, and floors of mosaic tiles.

John N. Kolb was a buyer of 1,750 bales. Albert W. Kaffenburgh who went to Manicarague to inspect the large plantations of I. Kaffenburgh & Sons was also accompanied by W. N. Fisher, of Alles & Fisher, of Boston, as well as their broker, F. R. McDermott, of New York. They returned last week well pleased with the outlook of the coming crop. Mr. Fisher purchased 1,858 bales of the 1909 Remedios crop and thinks highly of this growth, as regards fine aroma and good taste. From a good authority, it is reported that I. Kaffenburgh & Sons made many other sales in Havana and Cienfuegos, which amounted to several thousand of bales additional to their large and steadfast clientele.

Suarez Hns. have a very fine crop upon their Rio Hondo plantation, and it is asserted that there will be no better crop this year in the 1910 growth.

Celestino Medio disposed of 1,240 bales during the past two weeks. Henry Fisher, of A. Cohn & Co., was a buyer of 1,100 bales of leaf tobacco. Fernando Fernandez & Hns. closed out 841 bales of Vuelta Abajo. W. H. Yocum is stated to have purchased over 1,000 bales of Remedios. Percez Hns. made transactions amounting to 800 bales of Remedios.

David del Monte has made some purchases already and is still on the warpath looking for more goods.

Gonzalez y Benitez were sellers of 750 bales of Remedios and Vuelta Abajo. Felix Eckerson is credited with purchases of 400 bales of leaf tobacco. Perez and Obeso sold 700 bales of Vuelta Abajo. Max Elkan made some fair-sized purchases for his firm of E. Youngheart & Co. Miguel Gutierrez was reported having sold 600 bales of Remedios and Vuelta Abajo.

Frank R. Diaz has purchased 600 bales of Vuelta Abajo and Partido. Successors of M. Menendez closed out 500 bales from their stock during the past fortnight.

N. E. Guedelia was quite a prominent buyer in the market.

A. M. Calzada y Co. sold 382 bales of all kinds of leaf and some large transactions are still pending with several customers of theirs.

Paul Meyer, with H. Upmann & Co., left on Saturday last, January 29th, per S. S. Havana for Bremen, Germany, via New York, to recuperate his health, and we hope he will soon return thoroughly restored.

Planas & Co. closed out 379 bales of their holdings of Remedios tobacco. Domingo Mendez made some good purchases of Vuelta Abajo. A. Pazos & Co., disposed of 450 bales of Vuelta Abajo.

Sylvester & Stern are reported to have bought several Vegas since the return of Don Maximo Stern from New York. José F. Rocha sold 350 bales of Vuelta Abajo. Frank Dominguez was active in our market buying suitable Vegas. Muniz Hns. & Co. were sellers of 330 bales of Remedios. Tomas B. Mederos Hns., Hijo also sold 300 bales of Vuelta Abajo and Partido.

Receipts of tobacco from the country for the week ending

January 29th, 1910.	Since Jan. 1st, 1910.
2,805 bales Vuelta Abajo	6,135 bales.
40 bales Semi Vuelta	125 bales.
53 bales Partido	193 bales.
395 bales Remedios	1,179 bales.
... bales Santiago de Cuba	141 bales.
3,293 bales.	7,773 bales.

Oretaniv.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark.

For Searching a title which does not result in registration, 25 cents.

For transferring and Publishing Transfer of Registration, 50 cents.

For issuing Duplicate Certificate of Registration, 50 cents.

☞ Applicants should be careful to fully specify the use of desired Trade-Mark.

THOMAS MORAN:—19,577.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 29, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

YELMO.—19,578.
For cigars, cigarettes and cheroots. Registered January 31, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York.

PORTAGE:—19,579.
For cigars, cigarettes and cheroots. Registered January 31, 1910, at 9 A. M., by Jos. Schwartz, Cleveland, O.

MR. FOSTER:—19,580.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 31, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

TOM PITCH:—19,581.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 31, 1910, at 9 A. M., by A. Westergreen, South Chicago, Ill.

THE CUBAN BROKER:—19,582.
For cigars, chewing and smoking tobacco. Registered January 31, 1910, at 9 A. M., by Mississippi Valley Cigar Co., St. Louis, Mo.

DAMON CLUB:—19,583.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 31, 1910, at 9 A. M., by H. B. Covington, St. Louis, Mo.

KOCH'S PERFECTOS:—19,584.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 31, 1910, at 9 A. M., by L. P. Benet & Co., Boston, Mass.

FRANKBROS:—19,585.
For cigars, cigarettes, chewing and smoking tobacco. Registered January 31, 1910, at 9 A. M., by S. A. Frank, Boston, Mass.

UNION FIVERS:—19,586.
For cigars, cigarettes and cheroots. Registered February 1, 1910, at 9 A. M., by Symons-Kraussman Co., New York.

UNION FIVES:—19,587.
For cigars, cigarettes and cheroots. Registered February 1, 1910, at 9 A. M., by Symons-Kraussman Co., New York.

GOOSEBONE:—19,588.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 1, 1910, at 9 A. M., by C. C. Roland Cigar Co., Reading, Pa.

AMERICAN RAIL:—19,589.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 1, 1910, at 9 A. M., by D. J. Simson, Newark, O.

RIGEL PARK:—19,590.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 2, 1910, at 9 A. M., by D. J. Simson, Newark, O.

MAUD O'DELL:—19,591.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 2, 1910, at 9 A. M., by D. J. Simson, Newark, O.

PITTSBURG GIANTS:—19,592.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 2, 1910, at 9 A. M., by B. L. Speck & Co., Pittsburg, Pa.

MANSFIELD SQUARES:—19,593.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 2, 1910, at 9 A. M., by The Tracy & Avery Co., Mansfield, O.

ROSEWARD:—19,594.
For cigars, cigarettes and cheroots. Registered February 2, 1910, at 9 A. M., by Bondy & Lederer, New York.

TULA ROSA:—19,595.
For cigars, cigarettes and cheroots. Registered February 2, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York.

VINCENT'S BUSY BEE:—19,596.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 2, 1910, at 9 A. M., by Hilbronner & Jacobs, Philadelphia.

VINCENT'S 42:—19,597.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 2, 1910, at 9 A. M., by Hilbronner & Jacobs, Philadelphia.

LA BROVANA:—19,598.
For cigars, cigarettes and cheroots. Registered February 3, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

STADIUM:—19,599.
For chewing and smoking tobacco. Registered February 3, 1910, at 9 A. M., by Justin Seubert, Syracuse, N. Y.

JUDGE'S MIXTURE:—19,600.
For chewing and smoking tobacco. Registered February 3, 1910, at 9 A. M., by Justin Seubert, Syracuse, N. Y.

DE-JURE:—19,601.
For cigars, cigarettes and cheroots. Registered February 3, 1910, at 9 A. M., by Gordon Cigar & Cheroot Co., Richmond, Va.

OLD RICHMOND:—19,602.
For cigars, cigarettes and cheroots. Registered February 3, 1910, at 9 A. M., by Gordon Cigar & Cheroot Co., Richmond, Va.

PROTEGIDO:—19,603.
For cigars, cigarettes and cheroots. Registered February 3, 1910, at 9 A. M., by Moller, Kokeritz & Co., New York.

FLOR DE GUDRUM:—19,604.
For cigars, cigarettes and cheroots. Registered February 3, 1910, at 9 A. M., by Moller, Kokeritz & Co., New York.

OLD SETTLER:—19,605.
For cigars, cigarettes and cheroots. Registered February 3, 1910, at 9 A. M., by Crowley Cigar Co., Springfield, Mass.

ARMY RIBBON:—19,606.
For cigars, cigarettes and cheroots. Registered February 3, 1910, at 9 A. M., by Daniel Duffy, Philadelphia. Transferred to F. Belostotski, Philadelphia.

ORIGINAL ½ SPANISH:—19,607.
For cigars, cigarettes and cheroots. Registered February 3, 1910, at 9 A. M., by Stamford Cigar Co., Stamford, Conn.

DORADELLE:—19,608.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 4, 1910, at 9 A. M., by Porto Rican-American Tobacco Co., San Juan, Porto Rico.

CAPITAL FIVES:—19,609.
For cigars, cigarettes and cheroots. Registered February 5, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York. (Re-registration.)

FLOR DE LUIS:—19,610.
For cigars, cigarettes and cheroots. Registered February 5, 1910, at 9 A. M., by Alvarez & Garcia, New York.

EL SALTO DE COMERIO:—19,611.
For cigars, cigarettes and cheroots. Registered February 5, 1910, at 9 A. M., by Alvarez & Garcia, New York.

OMERTA:—19,612.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 5, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

ITALIAN RULERS:—19,613.
For cigars. Registered February 7, 1910, at 9 A. M., by Kaltreider & Frey, Red Lion, Pa.

GOLDEN THRONE:—19,614.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 7, 1910, at 9 A. M., by Schmidt & Co., New York.

EL LEGASPI:—19,615.
For cigars, cigarettes and cheroots. Registered February 7, 1910, at 9 A. M., by Fr. Prepejchal, Chicago, Ill.

FLOR DE AETNOR:—19,616.
For cigars, cigarettes and cheroots. Registered February 7, 1910, at 9 A. M., by Louis Edelman, New York.

KAMERTA:—19,617.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 7, 1910, at 9 A. M., by Porto Rican-American Tobacco Co., New York.

SIMPLORA:—19,618.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 7, 1910, at 9 A. M., by Porto Rican-American Tobacco Co., New York.

LA RELISHA:—19,619.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 8, 1910, at 9 A. M., by Chas. Stutz Co., New York.

DIME PRINCE:—19,620.
For cigars, cigarettes and cheroots. Registered February 8, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

NICKLE PRINCE:—19,621.
For cigars, cigarettes and cheroots. Registered February 8, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

NICKLE PRINCESS:—19,622.
For cigars, cigarettes and cheroots. Registered February 8, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

BROOKSIDE:—19,623.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 8, 1910, at 9 A. M., by August Andersen, Meriden, Conn.

THE NEW BRUNSWICK BANK:—19,624.
For cigars, cigarettes and cheroots. Registered February 8, 1910, at 9 A. M., by Knoll & Nonnemacher, New Brunswick, N. J.

THE OIL MAN:—19,625.
For cigars, cigarettes and cheroots. Registered February 8, 1910, at 9 A. M., by Jos. B. Milleysach, Lancaster, Pa.

SUN KISS:—19,626.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 9, 1910, at 9 A. M., by American Lithographic Co., New York.

SUNKIST:—19,627.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 9, 1910, at 9 A. M., by American Lithographic Co., New York.

KEY WEST KLIPS:—19,628.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 9, 1910, at 9 A. M., by American Lithographic Co., New York.

JUDGE TITUS BRONSON:—19,629.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 9, 1910, at 9 A. M., by Glenn Matthews, Kalamazoo, Mich.

ROYAL WHIFFS:—19,630.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Louis Edelman, New York.

MERCURY:—19,631.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. Registered February 9, 1910, at 9 A. M., by Louis Mittler, Yonkers, N. Y.

LOUIS MITTLER'S MERCURY:—19,632.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. Registered February 9, 1910, at 9 A. M., by Louis Mittler, Yonkers, N. Y.

TASTEWEL:—19,633.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. Registered February 9, 1910, at 9 A. M., by Louis Mittler, Yonkers, N. Y.

ROCK HILL:—19,634.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 9, 1910, at 9 A. M., by Bennett, Sloan & Co., New York.

UNCLE'S TIPS:—19,635.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by E. E. Smith, York New Salem, Pa.

DOCTOR'S COMFORT:—19,636.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by E. E. Smith, York New Salem, Pa.

RADIUM CLUB:—19,637.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 9, 1910, at 9 A. M., by J. J. Eisenman, Dubuque, Ia.

BART DOYLE:—19,638.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

FRED DALY:—19,639.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

ROBERT BARRETT:—19,640.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

GORDON ROSS:—19,641.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

JOE BENNETT:—19,642.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

LEWIS ROBERTS:—19,643.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

BOB COLE:—19,644.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

PRINCE SAGO:—19,645.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

ROGER W. RUSSELL:—19,646.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

HARRY GOODWIN:—19,647.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

KEEN INTEREST:—19,648.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

MAX FORD:—19,649.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

ED FLEMING:—19,650.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

ROYCROFT:—19,651.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

SHAPIRO:—19,652.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

JOE ELWOOD:—19,653.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

LEON DABO:—19,654.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

PAUL WEST:—19,655.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

HUDSON CROOKS:—19,656.
For cigars, cigarettes and cheroots. Registered February 10, 1910, at 9 A. M., by C. N. Foreman, Red Lion, Pa.

EL DESATO:—19,657.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 10, 1910, at 9 A. M., by Chas. Stutz Co., New York.

WESCO:—19,658.
For cigars, cigarettes and smoking tobacco. Registeerd February 10, 1910, at 9 A. M., by M. Chaiken & Co., Chicago, Ill.

DU HAVA CIGAR:—19,659.
For cigars, cigarettes and cheroots. Registered February 10, 1910, at 9 A. M., by Geo. D. Fairbanks, North Reading, Mass.

PANAMA PACIFIC:—19,660.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 10, 1910, at 9 A. M., by H. L. Judell & Co., San Francisco, Cal.

1915 EXHIBITION:—19,661.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 10, 1910, at 9 A. M., by H. L. Judell & Co., San Francisco, Cal.

1915 WORLD'S FAIR:—19,662.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 10, 1910, at 9 A. M., by H. L. Judell & Co., San Francisco, Cal.

PIONEER MONUMENT:—19,663.
For cigars, cigarettes and cheroots. Registered February 10, 1910, at 9 A. M., by Havana Cigar Importing Co., Denver, Col.

DENVER PIONEER:—19,664.
For cigars, cigarettes and cheroots. Registered February 10, 1910, at 9 A. M., by Havana Cigar Importing Co., Denver, Col.

HAVANA IDEALS:—19,665.
For cigars, cigarettes and cheroots. Registered February 10, 1910, at 9 A. M., by Havana Cigar Importing Co., Denver, Col.

BLACK ARROW:—19,666.
For cigars, cigarettes and cheroots. Registered February 10, 1910, at 9 A. M., by Royal Havana Cigar Mfg. Co., Baltimore, Md.

POTOPAC:—19,667.
For cigars, cigarettes and cheroots. Registered February 11, 1910, at 9 A. M., by Royal Havana Cigar Mfg. Co., Baltimore, Md.

CUBAN MASTERPIECE:—19,668.
For cigars, cigarettes and cheroots. Registered February 11, 1910, at 9 A. M., by Nightingale & Schmidt, Dayton, O.

HAVANA MASTERPIECE:—19,669.
For cigars, cigarettes and cheroots. Registered February 11, 1910, at 9 A. M., by Nightingale & Schmidt, Dayton, O.

LA VISTA DE VUELTA:—19,670.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 11, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, N. Y.

WIONA:—19,671.
For cigars, cigarettes and cheroots. Registered February 11, 1910, at 9 A. M., by Petre, Schmidt & Bergmann, Philadelphia.

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RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Situations Wanted.

SITUATION WANTED as superintendent of cigar factory. Twenty years' experience. All branches. Good references. Address Qualified, Box 18, care of The Tobacco World. 1-1-r.

Special Notices.

MONROE ADLER,
CIGAR BROKER.
36 La Salle St., Chicago, Ill. 6-17-he

A MANUFACTURER of a reliable 2 for 5-cent short filler cigar is open to correspondence with reliable jobbers. Address Box 5, care of The Tobacco World. 2-15-c.

CIGAR SALESMAN wants to represent a factory making seed and Florida wrapped goods in short and long filler, londres and perfecto shapes. To sell A1 jobbing trade in Eastern States on commission. Address Good Trade, Box 4, care of The Tobacco World. 2-15-c.

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WANTED—Salesman, on good commission basis, to sell fine line of seed and Havana and five-cent goods in the West and also the Pacific Coast. Give particulars of former employment. Address Reliable, Box 12, care of The Tobacco World. 1-1-r.

SALESMAN WANTED—By established Philadelphia house, to sell line of seed and Havana goods in city and vicinity. Excellent opportunity for right man. Address Box 22, care The Tobacco World. 2-1-c

For Sale.

FOR SALE OR LEASE—A machine that makes 5000 cheroots daily. Profits are greater than in fine cigars. Demand unlimited. On certain conditions we sell your output. Winget Mfg. Co., York, Pa. 2-1-h

FOR SALE—The Universal Cigar Bunch Machine improves the quality of the cigar, reduces the cost, increases capacity; makes paste work and novelty packages successfully; thousands already in use; sent on ten days' trial to responsible parties. Winget Mfg. Co., York, Pa. 7-22-tf.

Trade Lively in Michigan.

Increasing Demand for Cigars and Manufactured Tobacco Noted.

DETROIT, February 11.

DETROIT and Michigan tobacco manufacturers report an increasing demand for various grades. Genuine winter has prevailed during the past few weeks, and while the cold weather has been detrimental to many lines of business, the tobacco trade has improved. For a period following the holidays there was a lull, but this has worn away, and the probabilities are the present demand will continue for some weeks.

The different cigar manufacturers report a good trade. No difficulty is experienced in placing goods and some factories report overtime in an effort to keep even with orders. One thing which interests local manufacturers is the apparent inability of State railroads to properly handle freight. While conditions are not quite so bad in Detroit yards now, there is yet considerable room for improvement, and until roads succeed in moving consignments with some degree of speed uncertainty will prevail.

The wholesale and retail demands also show an improvement. The various downtown stores report a good transient trade.

James B. Van Vechten, secretary of the transportation department of the Detroit Board of Commerce, has returned from the San Antonio meeting of the Western Classification Committee, with the pleasing news that Detroit cigar manufacturers will be permitted to retain the packages which have been used in shipping cigars to the far West, with a change to a tin seal. Since the agitation was started by Detroit manufacturers conditions have changed, and they are now able to obtain tin seals at reasonable prices. Besides retaining the old packages, they have been given the privilege of using another kind of package if they so desire.

By allowing manufacturers and merchants to become accustomed, by degrees, to the new State demand, the Michigan State Factory Inspection Bureau has caused warrants for but three violations of the 54-hour-a-week labor law, which went into effect last September. Cigar and tobacco manufacturers were keen sufferers from the law, and it is to the credit of the trade that warrants have not been issued for any tobacco manufacturers.

Despite the spread of the local option wave in Michigan, more tobacco stamps were sold through the Detroit Internal Revenue Office during January, 1910, than in January, 1909. Cigars made the greatest January mark on record. Usually the first month in the year is considered a dull one for the cigar manufacturers, as many men have stocked up cigars on Christmas, but this year the factories turned out an increased number. The January, 1910, total was $62,759, and the January, 1909, figure, $48,865. Tobacco increased from $64,138 to $102,696.

There have been rumors, in Bay City, that the United Cigar Stores Company was endeavoring to gain a foothold in the municipality. It was recently reported the company would take over the store owned by C. H. Hill, but Hill denies this.

WANTED: Cuttings, Scraps, Siftings FOR SALE: Cigar Scraps, Clean and Sound Write for Prices
The North American Tobacco Co., 236-248 BANK STREET NEWARK, NEW JERSEY

FACTORY 1839, FIRST DISTRICT, PENNA.

W. K. GRESH & SONS, Makers, Norristown, Pa.

W. H. RAAB & SONS.
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871
CAPACITY 75,000 PER DAY.
DALLASTOWN, PA.

T. J. DUNN & CO.
Makers of
The Bachelor Cigar
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GLOBE CIGAR CO.
Manufacturers of *Fine Cigars*
EPHRATA, PA.
Prices and Quality will speak for themselves. We supply each Jobber with Private Brand. Samples submitted to responsible buyers.

Factory No. 1645 Capacity, 50,000,000 a Year

VIRGINIA PERIQUE MIXTURE

FOR SALE BY ALL DEALERS

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Artistic and Original Cigar Labels

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MAKER OF
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We Make the CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE and BIG STOGIES — First Quality, Long Filler, Hand Made

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MANUFACTURERS OF
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OUR OTHER BRANDS: New Arrivals, Brownies, Gold Nuggets, Jersey Charter, Blended Smoke, Boss, Castella, American Puffs, Lancaster Belle, Every Day Smoke, Little Havana, Little Dutch, Blue Points, Good Points, Etc.

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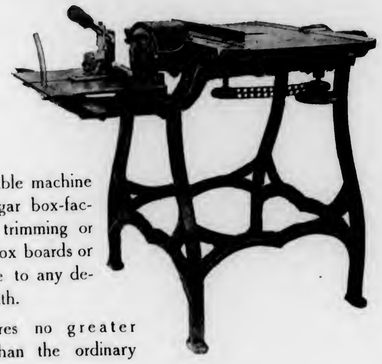

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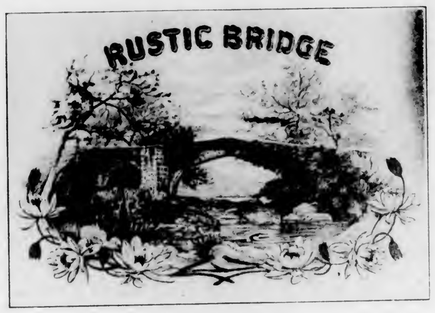

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Growers and Packers of

FLORIDA TOBACCOS

WRITE FOR SAMPLES

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178 WATER STREET, NEW YORK

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Clear Havana Cigars

Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on **REY EDUARDO**

Price List Mailed Promptly

An extremely rich bouquet, but pleasing and mild in character

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Yes Sir, That's a Fresh Cigar

Cigars and Tobacco are always fresh. Always the same; never too dry and never too moist, no matter what the weather conditions. The reason? See this cylinder in the show case and the model in the wall case. Those are the

Aztec Clay Cigar Moisteners

That cigar dealer has made a new customer. He makes many of them every day, because **what he says is true.** We want to prove to you that it **IS** true. We will equip your cases with the **AZTEC CLAY CIGAR MOISTENERS** on 30 days' free trial, to be returned at our expense if not satisfactory. Order from your Jobber. He should handle them; but, if not, write to us.

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The best Holder and Price Card Design in one piece ever invented. Box lids can be placed in four different angles. Keeps show cases uniform. Endorsed by the following leading cigar stores, hotels, drug stores, and one thousand other places where cigars are sold:

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Acker, Merrall & Condit Co.	"	Childs & Co.'s 65 Lunch Rooms	"
Hygrade Wine Co., 21 branches	"	Salvador Rodriguez	"
Finley, Acker & Co., Philadelphia		Boch-Griffin & Co., Philadelphia	
R. L. Rose & Co., Providence, R. I.		Smokers Paradise Co., Atlantic C., N. J.	
May Drug Co., Pittsburg, Pa.		Lee Cahn, Cincinnati, O.	
Albert Breitung, Chicago, Ill.		J. H. Leonard, Chicago, Ill.	
Max L. Block, Houston, Tex.		The Owl Drug Co., Oakland, Cal.	
W. Goldstein & Co., Toronto, Can.		Noah-Foster & Co., Buffalo, N. Y.	
E. A. Robinson & Co., Maysville, Ky.		Industrial Cigar Mfg. Co., Reading, Pa.	
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Gentlemen:

"I am indebted to the United States Tobacco Co., both on this expedition and on the last, for some specially packed 'North Pole' Smoking Tobacco for the use of the expedition. This tobacco was most highly prized by both members of the party and the Eskimo, and assisted materially in passing many an hour of the long, dark winter night at Cape Sheridan."

(Signed) R. E. PEARY.

Also packed in 3 oz. Pouches 8 oz. and 16 oz. Tins

DON'T STAND IN YOUR OWN LIGHT

Remember for Sumatra Tobacco
The Best Address

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Growers and Packers of

FLORIDA TOBACCOS

WRITE FOR SAMPLES

SCHROEDER & ARGUIMBAU

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PORTUONDO

Juan F. Portuondo founded our business in 1869.

When a brand stands unbroken from Maine to California for forty years, there must be something in it.

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CLEAR HAVANA.

Is Now and Always Will Be the Best Five Cent Cigar Made
LOOKS LIKE 15 CENTS
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COSTS 5 CENTS
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Manufacturers of the "SOL" Brand
SOL HABANA
Finest Vuelta Abajo Tobacco Exclusively
No Better Goods Made
Quality Always Reliable
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76½ Pine Street, New York City

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Spear Head Plug
Climax Plug
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Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
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They Please All Tastes
Always Uniform and Reliable

FOR GENTLEMEN OF GOOD TASTE

SAN FELICE

5c A HIGH GRADE CIGAR FOR 5c

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

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Makers, : : Lima, Ohio

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MANUFACTURERS OF

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.

Correspondence Solicited Samples on Application

Brands: The Bear, The Cub, Essie and Matthew Carey

ESTABLISHED 1889 INCORPORATED 1902

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5c. Cigars

for the Wholesale Trade Only

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The Doctor

5c. Cigar

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Makers of High-Grade Cigars Exclusively

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

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CIGARS of the following Registered Brands:

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These brands sell on merit and constantly repeat. Try them and judge for yourself why this factory never shuts down

STAUFFER BROS. MFG. CO., New Holland, Pa.

We are offering to the trade, in lots to suit, OUR PACKING OF

Zimmer Spanish and Gebhardt Seed 1908 Loose Leaves

Bulk Sweated, Screened and Perfectly Sound and Dry, either in cases of 300 to 400 pounds each, or wire bound bales of 125 to 175 pounds each. In Lots of less than 20,000 pounds 3¾c actual weight net cash.

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The 1908 crop of Ohio Loose Leaves has been pronounced to be the BEST QUALITY and HEAVIEST BODY LEAVES that have been on the market for some time. Sample cases or bales shipped upon advice.

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Dealer in All Grades of

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CHOICE

CIGAR LEAF

TOBACCO

FINE B'S AND TOPS OUR SPECIALTY

FACTORY 1839, FIRST DISTRICT, PENNA.

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Trade Bringers

"MATCH IT"

CHEROOTS

Large Size 5 for 10c

Small Size 3 for 5c

Specialists on Cheroots and Little Cigars

Send for Samples of our

HAVANA CADETS

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We also make the well known brands of MANCHESTER STOGIES, BARNONE and EMPIRE WHIFFS (Little Cigars)

Manchester Cigar Mfg. Co.

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Philadelphia and Pennsylvania Representative F. B. Robertson, P. O. Box 425.

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LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

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IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

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J. K. LEAMAN

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Imported Gold Leaf Labels—Superior to any in the market.

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PENNSYLVANIA REPRESENTATIVE A. E. WALLICK, YORK, PA.

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Largest Assortment of PLAIN AND FANCY RIBBONS

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON COMPANY

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

36 EAST TWENTY-SECOND STREET, NEW YORK

For Genuine Sawed Cedar CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

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Finest Imported Cigar Labels and Bands

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B. F. HOFFMAN N. R. HOFFMAN
Buy Penna. Broad Leaf B's
DIRECT FROM PACKERS
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GROWERS AND PACKERS
BAINBRIDGE, LANCASTER CO., PA.
Old B's Our Specialty {1905 1906 1907} Crops
Samples Gladly Submitted on Application

J. W.
BRENNEMAN
Manufacturer of
Fine Cigars
OUR PRINCIPAL, SR.
10c
OUR PRINCIPAL
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Correspondence with Jobbers Invited
110 and 112
W. Walnut St.
LANCASTER, PA.

Masterpiece
5 Cent CIGARS
Jeitles & Blumenthal, Ltd., Philadelphia.

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX
The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.
MADE BY
E. A. CONDAX & CO.
NEW YORK
The Originators of the
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McSHERRYSTOWN CIGAR CO.
Manufacturers of
FINE CIGARS
Bearing Label of International Cigarmakers' Union
McSHERRYSTOWN, PA.

CIGAR A. KAUFFMAN & BRO. YORK, PA. BOXES

THE NEW "WORLD" RECORD—20 PER CENT. GAIN IN CIRCULATION

The Tobacco World

Vol. XXX. PHILADELPHIA AND NEW YORK, MARCH 1, 1910. No. 5.

American Sumatra Merger Formed.

Interests of Florida and Georgia Growers Merged Into One Large Company—Improvements in Culture and Handling Promised.

AN improvement in the cultivation, handling and marketing of American Sumatra tobacco is promised by the merger into one large corporation of the larger growers and packers which was finally consummated last week after many months of negotiations.

The consolidation affects not only Florida, but Georgia, which has a considerable acreage devoted to tobacco raising, as well, and the new company, which will be known as the American Sumatra Tobacco Co., was organized under the laws of the State of Georgia with a capital of $8,000,000, of which amount $1,000,000 is seven per cent. preferred stock and $7,000,000 is common stock.

The final meeting of the interested parties was held at Atlanta, Ga., on Wednesday last, and at which time officers for the coming year were elected and are as follows: President, A. Cohn; vice president, D. A. Shaw; secretary, Leonard A. Cohn; treasurer, Frank M. Arguimbau.

The new combination is a consolidation of the following houses, all of whom have heretofore been prominent in tobacco culture in the South and to whom is due the credit for the advancement thus made in the industry in that country: A. Cohn & Co., of Bainbridge, Ga.; Schroeder & Arguimbau, Florida Tobacco Co., Lichtenstein Florida Tobacco Co., Taussig & Co., Kraus-McFarlane Co., Wedeles Bros., and the A. Wilson Tobacco Co., of Quincy, Fla. These interests it is said represented about two-thirds of the tobacco growers in acreage in that section, and the crops of 1909 of the firms participating in the merger movement have been taken over by the consolidation and will be offered in the market by the new company as soon as the packings can be gotten ready, probably about May 1st.

Information of such a movement came out many months ago, and on several instances it was denied by people now shown to have then been interested. At the final meeting there were present besides the attorneys of the various interests the following interested members of the trade: A. Cohn and Leonard A. Cohn, of A. Cohn & Co.; D. A. Shaw, of the Florida Tobacco Co.; Julius Lichtenstein, of the Lichtenstein Florida Tobacco Co.; William Taussig, of Taussig & Co.; Emil Wedeles, of Wedeles Bros.; Henry Krauss, of Krauss-McFarlane Co., and A. Wilson, of the A. Wilson Tobacco Co.

It was stated that the chief object of the new corporation is the improvement of the character of Florida-Georgia tobacco, and to market it in the most economical manner in order to encourage its use by the cigar manufacturing trade. The cost of production, it is believed, can, under the new order of things, be minimized and that after allowing a reasonable profit to the company the manufacturers will be able to secure a superior domestic wrapper at a moderate cost.

Fifty-two tobacco warehouses are claimed for Edgerdon, Wis., twenty-two of which are in operation, with 750 sorters. When busiest, Edgerdon employs 1500 sorters.

The Northampton, Mass., *Herald* publishes a dozen or more names of tobacco growers and their acreage whose crops have been refused by New York brokers after purchases had been agreed upon.

One Snuff Company Tries to "Pinch" Another.

Tilt Between American Snuff Company and the Old Indian Snuff Mills Company.

THE Old Indian Snuff Mills Co. is defendant just now in a complaint brought against them by the American Snuff Co., which is an adjunct of the American Tobacco Co. The complaint of the American Co. relates to the word "Copenhagen," to a cut of an American Indian and to the word "Indian;" also to the word "American" as applied and distributed by the Old Indian Co. Applying these names to their products is charged to be an infringement on the part of the Old Indian Snuff Co. An injunction is asked for restraining the Indian Snuff Co. from using the forbidden brands; also an accounting of profits and resulting damages.

The word "Copenhagen" seems to have been used as early as 1830 by the Weymans, of Pittsburgh, who sold out to the A. S. Co. a few years ago. The Old Indian Co. market a snuff called the "Copenhagen Blend," and the use of the word "Indian" in their title name and on packages is claimed to be hurtful to the A. S. Co. The picture of an Indian as a snuff brand or trade-mark came to the A. S. Co. from the Lorillards.

The American Snuff Co. absorbed a few years ago the snuff works of Garrett & Sons and Stewart Ralph & Co., of Philadelphia; the Lorillards, of New York, and whatever snuff interest there were in the United States worth the swallowing.

January Output of Tobacco Products.

The report of the Internal Revenue Department for the month of January just issued by the Treasury Department shows the sale of stamps as follows:

	Jan. 1909.	Jan. 1910.	Increase.
Cigars at $3 per thousand	$1,462,029.66	$1,495,853.42	$33,823.76
Little cigars at $1.08 per thousand	46,908.77	47,668.00	759.23
Cigarettes, at $1.08 per thousand.	384,852.87	540,958.54	36,105.67
Cigarettes at 54c. per thousand	43,316.64	46,498.38	3,182.74
Snuff at 6c. per pound	132,315.47	144,719.11	12,403.64
Tobacco at 6c. per pound	1,933,358.66	1,976,825.78	43,467.12
Total	$4,007,059.05	$4,257,204.64	$129,742.16

The production in quantities of cigars, cigarettes, little cigars, manufactured tobacco and snuff, as shown by the above statement of the sale of revenue stamps, during the month of January, 1909, and its comparison with the output of 1910 is as follows:

	Jan., 1910.	Jan., 1909.	Increase.
Cigars	498,617,700	487,343,220	11,274,380
Little cigars	88,274,112	86,868,080	1,406,030
Cigarettes	588,550,125	437,977,950	150,578,175
Manufactured tobacco, lbs.	32,047,066	32,222,644	754,452
Snuff, lbs.	2,419,985	2,205,258	214,727

M. N. Benshat, formerly of Havana, Cuba, is erecting a factory at Roundup, Mont. Thirty Cuban families are to be taken there for the work, while tobacco will also be shipped in from the owners' plantations in Cuba. The announced output will be 15,000 cigars daily.

A new jobbing house will be opened at Pocatello, Idaho, by Frederick Murphy, who recently bought out the business of W. E. Trapp & Co. It is Mr. Murphy's intention to move his wholesale business from Blackfoot and expand his interests at Pocatello.

CONGRESSMAN W. W. GRIEST, of the Lancaster District, Pennsylvania, who has been among the leaders in the campaign to abolish the "standard of quality" stamps on Manila cigars, makes the following statement in response to a request of THE TOBACCO WORLD:

"I am pleased to note the commendable interest shown by THE TOBACCO WORLD in the issue created by the use of the cigar export stamp on boxes of cigars shipped from the Philippines to the United States.

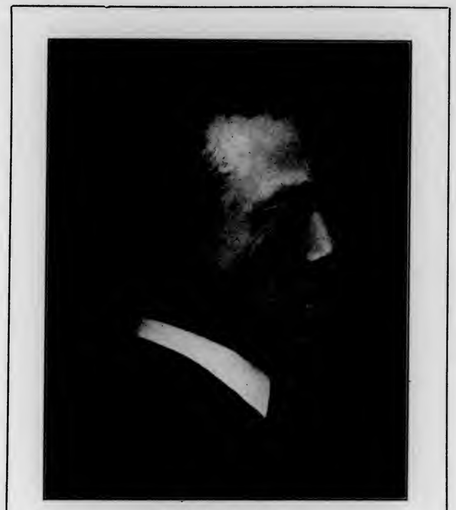
"The American cigar trade has reason to believe that early relief will come from the injury which has resulted by reason of the issuance of the Philippine cigar export stamp, or label as some have chosen to term it. After many weeks of agitation, Secretary Dickinson, of the War Department, has kindly offered to present the matter before the President and Cabinet, and as Secretarty Dickinson and Secretary MacVeagh, of the Treasury, have realized the full significance of the protest against the 'quality stamps,' the trade can feel confident that justice will be accorded and victory will be theirs.

"Inasmuch as the cigar stamp was adopted by officials representing the Philippine Government, as an insular possession of the United States, and as both are amenable to the United States authority, it was entirely proper that the executive officials of the United States should take cognizance of the administrative act of the Philippine authorities, especially when the issue involved the creation of a special privilege.

"The cigar manufacturers of this country have not been unreasonable in the position which they have assumed with reference to the so-called government guarantee of the Philippine cigars, but if the government can consistently endorse the tobacco and cigars of the Philippines, it should promptly arrange to give our great tobacco industry the same righteous consideration.

"No authority of law or executive order has justified the preparation of a stamp such as has been issued in the Philippines, and the subordinate employee of the Philippine Bureau of Internal Revenue who prepared the cigar stamp plainly exceeded his administrative and constitutional rights.

"The order as approved by the Philippine Secretary of Finance and Justice stipulates that each package of cigars shall have affixed 'an official certificate in the form of an export stamp, on which shall be shown the quality of the manufactured article to be graded in accordance with rules approved by the Secretary of Finance and Justice.' It is true that this 'official certificate' created an extraordinary privilege, and the gentleman who designed the stamp presumed to go the limit by covering the employees and factories as well as the tobacco and cigars.



HON. W. W. GRIEST, M. C.

"Immediately subsequent to the enactment of the tariff bill last August, I learned that the insular government was prepared to issue a stamp or label for use on boxes of Philippine cigars produced for shipment to the United States. It was difficult to obtain a copy of the Philippine order, but the officials of the Insular Bureau of the War Department cabled to Manila for a copy, and it was furnished early in February.

"Prior to its receipt the impression prevailed that the action was based upon an order issued by the Governor General of the Philippines, although the statement had gone broadcast to the effect that it was an act of the Philippine General Assembly, which could only be vetoed by the United States Congress, but both of these views were erroneous.

"The governmental assurances conveyed by the cigar export stamp are eminently improper, and the privileged guarantee of the Philippine cigars should cease forthwith."

How to Keep Cigar Lids in Place.

A cigar lid holder, which keeps the lids at a uniform angle and provides a convenient holder for the price card, is manufactured by the Ideal Cigar Lid Holder Co., of 1267 Broadway, New York. These holders have been introduced in nearly all the leading stores of the country and their users are the loudest in the praise of these up-to-date fixtures.

New Line of Nickel Cigars.

Wolf Bros. & Co., of Red Lion, Pa., are placing on the market a new line of nickel goods under the brand names of "Duke of Trent" and "Harry Wilton." They have already enlisted the interest of several live jobbers, and the sale has extended clear to the Pacific Coast. Mr. A. S. Ziegler, of this firm, is in charge of the sales department and visits his trade regularly.

James Hamman, Jr., has started the manufacture of cigars at his place of business on Market street, Youngstown, Ohio.

The Epstein Cigar and Tobacco Company, of Minneapolis, have been petitioned into bankruptcy by Hamburger, of New York, and a company at St. Louis and Tiffin, Ohio.

The signs are that the Supreme Court at Washington has been evenly divided in the matter of the American Tobacco Co.'s case. All of them went out, doubtless, for a little half-and-half.

A Grand Rapids judge has threatened to prosecute anyone giving a minor smoking tobacco. He can do so under the new State law.

R. R. Compton now owns a half interest in the L. & W. cigar factory in Riverside, Elkhart, Ind.

A chain of retail cigar stores will be opened in Norfolk, Va., by the Norfolk Cigar Stores, Incorporated.

THE onlooker has seen some strange vehicles for illicit whiskey in his time, but the gelatine tubes used by a West Fourteenth street cigar dealer in New York lately has capped with gelatine anything before invented. The frequent calls at his place of conductors and motormen benumbed with cold revealed the fact that the cigar man was selling what seemed to be two cigars enclosed in a gelatine case. Really they were loaded with Old Rye and the purchaser had only to unscrew an end and take a swig. It was real mean in the sleuths to pull him in, but they did and the cigar man said he was innocent in his intentions and merely wanted to provide the street car men with a drop of something that would warm them up. One thousand dollars bail, said the magistrate.

If tobacco smokers and chewers were to listen to all the hints given them they would be buried beneath an avalanche of well meant warnings. I was not a little interested by a volume called "Those Nerves," of which George L. Walton, M. D., a Massachusetts doctor of distinction, is the author. Dr. Walton tells us that there is such a thing as tobacco saturation and his advice to all sentient beings is that they check up before they reach that stage. When a bucket is full of water a single drop may cause an overflow. The Doctor believes in cessation, taking a rest, in short, when the nerves and the heart are plainly affected. Some of Doctor Walton's conclusions are these:

It is wrong to resort to the "dry smoke," being a species of chewing. If you need to quit tobacco for a time, quit it.

The domestic cigar may be continued longer by the susceptible and fragrant Havana.

A light wrapper does not always cover a mild filling. A Spanish Claro should not be followed in estimating the effect of the cigar upon the nervous system.

In lessening the amount of tobacco used, form the habit of smoking a half cigar instead of lessening the number of cigars smoked through. This produces a glow of pride and disposes of the worst half of the cigar.

The bad effects of cigarette smoking result from frequent repetition and the inhaling of the smoke, rather than in any peculiarly toxic effect of the cigarette.

* * *

Political economy and one's duty to the Government as taught by Yale College professors at New Haven makes little impression on makers of stogies in that classic locality. United States revenue agents have been quite busy of late hauling people to prison for forgetting to pay the tax on seductive stogies sold at one cent each. Stogie makers are thick round New Haven, generally of Italian origin, and if there is one thing an Italian dislikes to give up, it is tax money to pay the Government.

* * *

I heard the other day a good one from Mexico: An American cowboy imprisoned in Mexico for stealing a ride on a freight train, was shoved into a cell with six Mexicans, all of whom were smoking cigarettes. In the afternoon he was put to street paving. For supper he got red beans, boiled in plain water and a ragged quilt to sleep on. The cigarettes puzzled him when he entered the cell, but as he marched out from the jail the next morning the commandante handed him a small coin. "For cigarettes," he said, with an amiable wave of his hand. The American saved up his cigarette money and with it contrived to send a message to some friends, who came and paid his fine and got him out.

* * *

William Loeb, collector of customs at New York City, is one of the most ruthless and don't-care-a-d—— sort of cigar dealers in the country. He just jerks up all sorts of fragrant cigars, aromatic cigarettes and choice Turkish periques and places them under the hammer, especially when the duties have not been paid. He would even seize a lot of cigars consigned to W. H. Taft or Uncle Joe Cannon if they were not properly declared and battleship duties paid.

A sale of this kind occurred Feb. 23rd, when 144 separate lots were exposed for sale at auction.

A WOMAN'S GIBE AT LOEB.

To smoke or not to smoke,
Is woman's mooted question.
It's bad for reputations,
Though they said it aids digestion.
But now Collector Loeb has said
That by the new decree
Three hundred foreign cigarettes
May be imported free.
This makes "the usage of the weed".
(That's really smokers' jargon)
Come very close to woman's heart,
It sounds like such a bargain.
So hail the Turkish cigarette!
And should old Grundy probe,
Why, what care we? For don't you see,
We'll put it up to Loeb.

* * *

Suggesting to a young reporter that his cigar smelled like a 15-center, the youth told the managing editor that such indeed was the grade he consumed. "Isn't a bit expensive for a man on your salary?" said the city editor. "Clearly you are a mind reader," said the reporter. "I was just about suggesting to you that a small raise in my salary would put me on easy street as regards my cigars and would end much anxiety. Do I get the raise?" "Well, if you must smoke 15-cent cigars—yes," replied the editor.

Just then Burns kicked himself and awoke. It was only a dream.

* *

Harry H. Inman, of the big cigar and tobacco establishment on Pine avenue, Los Angeles, was the victim of a funny joke recently. It was all about a hair tonic which his friends induced him to use in order to restore its old-time shade and to induce more hair to appear. Fifteen minutes after he applied the tonic every hair on Inman's head was dyed a rich shade of tobacco red; one described as a cross between the setting sun and diluted licorice. Inman did not want to lose his hair, so he has been trying to kill the nicotine shade through scientific methods. In the meantime he wears his Derby pulled away down.

PROBLEMS of the RETAILER

The Capital Value of Show Windows.

IT seems rather strange that not more retail dealers realize the real value of their show window spaces, and yet they have an actual value that is quite in keeping with the actual cash invested in their stock of goods, if not in many instances even more so. In order to ascertain his solvency, the retailer must from time to time take an inventory of his stock on hand as well as all other assets resulting from his business. That is probably a simple matter to him and it may give him to an extent the intelligence which he seeks. But does he know there is also value in the space of his show window, and is he able to calculate its value with any degree of accuracy? Most retailers who devote any time and give the show window reasonable attention will admit that it is a money earner. If it is a money earner it has a cash capital value just the same as his other stock in trade. In order to get at its value he must endeavor to ascertain how much his window or windows are earning him, and to find that out is probably a much more difficult matter than to ascertain the cash value of the stock on hand.

The value of the show window depends entirely upon the degree of ability shown in utilizing it. Most retailers of to-day are becoming more and more alive to the fact that the value of the show window is not limited, and one now seldom sees a show window in which there is not some evidence of an honest endeavor to obtain from it some actual value. It may be a feeble representation of the art of window dressing that was really intended, but then it must be remembered that it takes a certain amount of time to do all good things well, and the retail dealer can not expect to immediately come out as an expert in window trims, but if he has made up his mind to try he can, by assiduous endeavors and after perhaps many disappointments, succeed in capitalizing his show windows and thereby add a substantial sum to the value of his business. The making of the proper effort is the greater part of the battle and once he has succeeded in making a determined effort the battle is at least half won, and a complete victory then becomes but a question of time.

Window trimming has become to be recognized as a high art if not almost a science, and it has many exigencies and a vast difference of opinion exists among successful retailers as to the relative merits of the many different kinds of displays which are made, and particularly as regards the "Bulk" display and the store window. Bulk displays attract attention, of course, but it is a question as to whether it will attract as much notice by having a profusion of any brand of goods, as would be attracted as a real window display in which are arranged in some tasteful order and special designs a variety of selected offerings or specialties.

The theory that the greatest good for the greatest number is always best, and if that theory be adopted then it would argue in favor of the window display rather than a bulk effect. In other words the window must obtain for the dealer the greatest good from the greatest number of people—and to attain that end must be his constant study. The accomplishment would seem to be more feasible if the window be dressed in such a way that the display can be so varied as to attract the attention of the greatest number of passersby and in that way get the greatest possible amount of custom out of it.

Two-Minute Chat with Retailers.

IT is only after a man makes a thorough test of his own limitations that he can become thoroughly cognizant. The trouble seems to be that too many do not soon enough realize when their limit has been reached and consequently attempt things entirely beyond their capacity, while others apparently make no attempt to ascertain the capacity which they really do possess. Fortunate indeed is the man who realizes early enough in life that none can be absolutely superior in all things and who is willing to discover what his best qualities are and just how far he can develop them. Such a man is more liable to make a success of his undertakings than the man who will ignore it. Nothing will reveal to him more quickly his real limitations than the evidence of failing efforts or he may find that he is succeeding in certain directions while in other things he fails almost completely, and that others are apparently succeeding in what he failed in, and it is just this knowledge which enables a man to secure the services of others, whom he knows can bring success to him, and to also show him where he can succeed better by his own efforts.

It is a grand achievement to be able to learn one's own limitations in time, and if then there is added to that knowledge the ability to gauge the limitations which have been discovered a successful career is much more certain.

Heart to Heart Talks with Clerks.

RECENTLY I came into personal contact with a cigar store clerk in a progressive way who had become known as a chronic kicker. It might seem strange when I say that notwithstanding this he was regarded by his employer, who is a very progressive and successful merchant, as the most valuable of the several assistants. This kicking clerk invariably got the attention of the proprietor when he made a kick, but minority is liable to be misconstrued, therefore, let me explain. I do not mean that this kicking clerk was always getting the worst of it and that was the cause of his kicking, but I mean that he was one of those chaps who sees things. In fact he was one of very few who are able to quickly discern a faulty system and come right up and show where the fault lies and to make suggestions of affective remedy. He was so constantly alert that he won the nom de plume of "chronic kicker" from the other clerks, but he was really making a mark for himself. There is a good moral in this and that is—don't kick, unless you have something to kick about, and then kick good and hard.

The Tobacco World.

The sphere of this journal is well indicated by its admirable and euphonious title, "THE TOBACCO WORLD," and the management will not rest content till its following and influence fixes it as a national publication.

Without meaning to be flamboyant, we intend that the leading tobacco wholesalers and manufacturers in the United States, and in certain other countries shall regard the "WORLD" as a welcome and indispensable organ of information.

Window Display of Alderman & Co., Sharon, Pa.

This enterprising firm of Pennsylvania jobbers and retailers recently had a special window trim devoted exclusively to the "V. P." cigars manufactured by the Cores-Martinez Co., of Philadelphia. The above photograph gives some idea of the artistic manner in which the window dresser made use of the label of the Cores-Martinez Co.

Sales and Salesmanship.

This is sales sermon—all heads.

1. You need salesmanship as well as salesmen to get all the sales you ought to get.

2. If you want your salesmen and your jobbers to do the best for you, you must do the best for them.

3. Sometimes extra fine quality is sufficient, but mostly you have to help them to help you.

4. An A No. 1, one-hundred-per-cent.-proof salesman can walk into a place and sell a man an unknown product, but not often.

5. Good goods advertised in a good trade paper come into the column of known products.

6. We know that an order originates in the mind of the buyer, and when he knows something about your house and your goods, the ground has been prepared for the seed.

7. It's awful lime-juice for your salesman to have the good prospects constantly hand him out "I never heard of that house."

8. The right kind of an ad. in a well-circulated trade newspaper will do more than make your goods known to the prospective buyer.

9. It will always help sales, and frequently bring orders when the salesman is not on the ground.

10. It will act as an immediate advance agent to the trade for all new brands or important propositions.

Late Retail Bulletins

The E. A. Burlingame Cigar Stores Co. are opening a cigar store at Chippewa Falls, Wisconsin.

The Celebrity Cigar Co. has been organized in New York City by Ferdinand Rollins, L. Brunacci and C. L. Arnstein with a capital of stock of $25,000, to deal in cigars, cigarettes and tobacco.

R. J. & Maurice Thornberg have opened a new retail and jobbing cigar house at Chicago Heights, Ill.

The Bohemian Cigar Stand has been opened at Hollister, Cal., by Fred Moore and James Sparlin.

The United Cigar Stores Co. have opened a new branch store at 101 Huron avenue, Port Huron, Mich.

Geo. T. Champaigne has removed his cigar store from the stand on Main street, which he has occupied for several years, to the Chapman Block at Middlebury, Vt.

Charles M. Koch, formerly manager of Harry's cigar store in Harrisburg, Pa., recently opened a store of his own at 53 North Second street, in that city.

Harry Lunt has organized the Harry Lunt Company, of Dover, Me., to take over the cigar business of the Hazel-Mitchell Company.

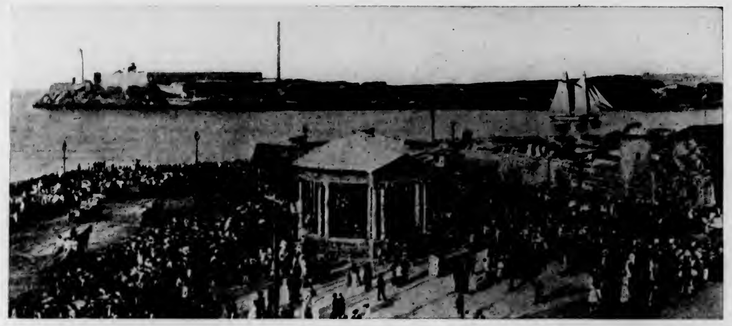
The retail and novelty store of J. A. Monier, at 2460 Massachusetts avenue, has been sold to Herman Poirer, who is completely replenishing the stock and renovating the establishment.

John J. Murray, of the Colonial Hotel cigar stand, Warren, Ohio., has risen from manager to proprietor.

It is expected that a branch store will shortly be opened at Concord, N. H., by the United Cigar Stores Co.

H. Rinaldo, tobacco dealer at 626 Montgomery street, San Francisco, was robbed by two thieves, one of whom used his telephone in a rear room while the other engaged him in such a manner that he could not detect what the other fellow was doing.

The United Cigar Stores Co. have secured location for two stores in Scranton. The one was the old postoffice, recently owned by Meyer Davidow, which is now undergoing a thorough overhauling. The other store is in the Davidow building at Washington and Lackawanna avenues. This will make a total of four stores to be operated by the United Cigar Stores Co. in Scranton.



The Cuban Market

From Our
Exclusive Bureau
36 Zulueta
Havana, Cuba.

HAVANA, February 21.

BUSINESS during the past fortnight has been fairly active although, if the conditions of our market, as regards selection of goods, had been more favorable, there is no doubt, but that a far larger volume of business, would have been transacted. Prices have ruled in buyers' favor and there is no complaint on this account, but the uncured state of some Vegas and the short sizes, were stumbling blocks which prevented some transactions.

Some rains have fallen in Vuelta Abajo, which have done some good, but more showers are needed in order to revive the almost dry trunks of the tobacco plants, and unless they occur this month, the crop is bound to be a short one. The principal damage by drought has been in the "Tierra Llana," or lowland section, while the "Lomas," or hills, have fared better and will give some good Vegas in fairly large quantites.

The Partido crop is nearly all out and housed already, although some more fillers can be raised with favorable weather. The Santa Clara province is still in doubt, as far as quantity is concerned, and unless it should rain the crop will be also shorter than last year. Last week it looked here in Havana, as if we should have some good showers, but as the winds veered to the North again, the skies cleared and no rain fell.

The numbers of Tampa buyers, who have come here during the fortnight have made trips to the country, and after having studied the situation carefully they have commenced to purchase quite liberally, which may be taken as an accurate sign of, how they judge the coming crop. It is rather unfortunate and discouraging to the clear Havana cigar manufacturers that the outlook so far is not favorable, as a good and large crop was desired by all interested parties, but it may help the holders of old goods to dispose of their stocks upon more favorable terms later on.

Sales total, 9243 bales, divided into Vuelta Abajo, 3735; Partido, 400, and Remedios, 5108 bales. Buyers were: Americans, 6268; exporters for Europe, 2045, and local manufacturers, 930 bales.

Exports of leaf tobacco from the port of Havana from January 31st to February 19 were:

To all parts of the United States	16,714 bales.
To all points of Europe	2,258 "
To South America	624 "
To north coast of Africa	62 "
Total	19,658 bales.

PRINCIPAL BUYERS WHO COME AND GO.

Arrivals:

Joseph Mendelsohn,	of Mendelsohn, Borneman & Co.,	New York.
Francisco Fonseca,	" Francisco Fonseca & Co.,	" "
Harry Blum,	" Harry Blum,	" "
I. W. Buckley,	" the Waldorf-Astoria Co.	" "
E. P. Cordero,	" E. P. Cordero & Co.,	" "
Jesse Falk,	" G. Falk & Brother,	" "
A. M. Wallach,	" " "	" "
Simon Batt,	" S. Batt & Co.	" "
Frank L. Taylor, Jr.,	U. S. repre. of El Rey del Mundo factory.	" "
M. Rosenblum,	of Edwin Cigar Co.,	" "
Jacob Stahl, Jr.,	" Jacob Stahl & Co.,	" "
Max Schwartz,	" Max Schwartz,	" "
B. G. Davis,	" B. G. Davis,	" "
Enrique Pendas,	" Y. Pendas y Alvarez,	Tampa.
José Escalante,	" José Escalante & Co.,	"
B. Balbin,	" Balbin Bros.,	"
J. A. Lozano,	" F. Lozano, Son & Co.,	"
Charles E. Crawford,	" Dohan & Taitt,	Phila., Pa.
E. H. Gato,	" E. H. Gato Cigar Co.,	Key West.
Harry Slavinsky,	" the Havana Importing Co.,	Chicago, Ill.
W. D. Castro,	" W. D. Castro factory,	" "
Jacob Benner,	" Benner Bros.,	" "
Harry Landfield,	" Randall, Landfield & Co.,	" "
Gustave Moeller,	" G. A. Moeller & Co.,	" "
Fred.& Reed Estabrook,	" Estabrook & Eaton,	Boston, Mass.
Antero Gonzalez,	" Sobrinos de A. Gonzalez,	Havana.
José Puente,	" Puente, Grandes & Co.,	"

Departures.—For New York, Marcelino Perez, Isidro Menendez, Percival S. Hill, E. F. Ware, Allie Sylvester, Jessie Falk, A. N. Wallach, Simon Batt, Joseph Mendelsohn, Max Rosenblum, Harry Blum, J. W. Buckley. For Chicago—Harry Slavinsky, Jacob Benner, W. D. Castro. For London, Arthur Morris. For Ottumwa, Iowa, Julius Fecht.

Havana cigar manufacturers are still fighting hard to make a living, and while some of our big factories report having received good orders, and that business seems to be improving, the majority of the medium and small establishments, remain in the same condition as previously stated. However, as business ought to be good this year all over the world, and as long as the habit of smoking is not on the wane, there is hope for the future, particularly as the cigars turned out by our factories are now excellent in taste, and as good, as they have ever been.

Henry Clay, & Bock & Co., Limited, are working well in all of their factories, and have plenty of orders. They shut down for two days owing to the untimely demise of Don Gustavo Bock, but Mr. J. Norman Staples, who has been the right bower of Don Gustavo, during the latter's directorship, is now trying to catch up again in the execution of calls from all countries, and the company is making a very heavy shipment of cigars to-day.

"Sol" is working along quite steadily, with good orders from the principal consuming countries of Havana cigars.

Other busy factories are: Romeo & Julieta, Partagas, La Escepcion, H. Upmann, Flor de A. Fernandez Garcia, Por Larranaga & Belinda.

DON GUSTAVO BOCK

Born in Hanover, Germany, 1836. Died in Havana, Cuba, February 15, 1910

BUYING SELLING AND OTHER NOTES OF INTEREST.

Enrique Pendas has been purchasing over a thousand bales of Vuelta Abajo in the country, as well as in our market and he is still in town.

Sobrinos de A. Gonzales sold 2585 bales of Vuelta Abajo, and Remedios. They shipped 1490 bales to the Spanish Regie by yesterday's steamer, Maria Cristina. Don Antero Gonzalez the original founder of this house, arrived here at the beginning of this month from Spain, and while he is still a silent partner, he did not come over on business, but simply upon a pleasure trip, and to see his old friends.

Angel Cuesta has been buying quite liberally already of the 1909 crop and seems to be looking for more goods yet.

A. Pazos & Co. were sellers of 700 bales of Vuelta Abajo and Partido.

Joseph Mendelsohn arrived here from Puerto Rico and during his stay in town picked up some 800 bales of choice Vegas of Vuelta Remedios.

Gonzales & Benitez report 800 bales of Vuelta Abajo and Remedios as their sales of the past fortnight.

Charles E. Crawford has been heartily welcomed by his many friends in town, as he is one of the best-liked buyers, who knows exactly what class of goods the customers of Dohan & Taitt can use, and is always willing to pay the ruling market prices for choice styles. From good authority it is learned that he has purchased in the neighborhood of 400 bales already, but he might more than double this quantity, providing he succeeds in finding the class of goods he is looking for.

A. M. Calzada & Co. sold 400 bales of fine Vueltas, choice Partidos and tiptop Remedios to several of their customers during the past fortnight.

Jessie Falk and A. N. Wallach were buyers of a fairly large number of bales for their firm of G. Falk & Bro.

Simon Batt left by last Saturday's steamer Saratoga for his New York home and spoke as being well satisfied with the selection of goods made by him for his factory.

Cardenas & Co. disposed of 300 bales of Vuelta Abajo and Remedios to their customers.

Planas & Co. closed out 230 bales of Remedios from their holdings.

Francisco Fonseca has made some good-sized purchases of very fine Vuelta Abajo Vegas for his factory here, as well as for his New York establishment.

B. Diaz & Co. sold 200 bales of Partido and Vuelta Abajo during the past week.

Havana is now in the height of the season, as the city is overrun with tourists from all the States of the American Union and nearly all the hotels are overcrowded and it is hard to get accommodation, unless previously engaged by cable.

Receipts of tobacco from the cuontry:

For two weeks ending Feb. 19, 1910.			Since Jan. 1, 1910.	
3,508	bales	Vuelta Abajo	10,798	bales.
16	"	Semi-Vuelta	141	"
116	"	Partido	379	"
327	"	Remedios	1,784	"
93	"	Santiago de Cuba	301	"
4,060	"		13,403	"

The Imperial Tobacco Co. of Montreal has been honored by the election of Mr. M. O. S. Perrault to the presidency of the Chamber of Commerce, which is the French Board of Trade in Montreal. Mr. Perrault made a brief but able address in accepting the presidency.

The Seattle, Wash., *Intelligence* utters a big lament that the nickels, dimes and quarters expended by smokers are in exchange for cigars made elsewhere. The fact is cited that the Seattle product is made under sanitary conditions and that the output is good.

Edw. R. Requard, a well-known cigar manufacturer of Baltimore, was found dead in bed by his wife on a Monday morning, having retired on Sunday night in apparently the best of health. His sudden death was a great shock to his family and to many friends both in and outside of the trade. Mr. Requard came to this country when a young man and for more than forty years he had been engaged in the cigar manufacturing business in Baltimore and was the surviving member of Requard Brothers, 134 West Fayette street. He was 64 years of age and leaves a widow and one son.

Robert S. Cone, a prominent tobacco raiser, in East Haddan, Conn., died recently at the advanced age of 90 years. He was one of the most widely-known farmers in that section of the country and had always been an extensive tobacco raiser.

Tragic results followed the placing of the lighted end of a cigar in his mouth some two years ago by Mr. Frick Fox, president of the Erie Tobacco Co., of Windsor, Ont. His mouth and lips were badly burned and a cancer developed which ended Mr. Fox's life a few days ago.

M. B. Fahy, a well-known jobber and retailer cigar and tobacco dealer of Chester, Pa., died on the 18th inst. after only a few days' illness of pneumonia. Mr. Fahy was an extremely popular man in that city and had a large business as well in the surrounding country. He is survived by a widow and five children—three boys and two girls.

He left a considerable estate and by will directed that it should all go to the widow, and she has decided that with the aid of her sons she will continue the business along the same lines upon which Mr. Fahy was notably successful.

Mrs. Daniel Scotten, wife of the late Daniel Scotten, Detroit tobacco manufacturer, is dead.

Law to Change Tobacco Packages.

Michigan Congressman Has Measure to Regulate Sizes.

WASHINGTON, D. C., Feb. 19th.—A bill introduced in the House by Representative Denby, of Michigan, provides for changes in the sizes of packages of manufactured tobacco. Under the provisions of Mr. Denby's bill, smoking tobacco, snuff, chewing tobacco and granulated tobacco are to be packed in the following ounce packages—¼, ½, 4, 6, 7, 8, 10, 12, 14, 16. Fine cut chewing tobacco can be put up in packages of 10, 20, 40 and 60 ounces each, while snuff may be put up in jars or bladders which hold not more than 20 pounds.

Another measure bearing upon the tobacco trade was introduced by Mr. Thomas, of Kentucky, which provides for the sale of unstemmed leaf tobacco in the hand in any quantity without payment of tax and relieving the sellers from keeping records of sales or reporting to the Internal Revenue Bureau.

The presence of a cigar or cigarette between a woman's lips should leave no doubt of the fact that she is over eighteen. Alas that she should ever contract the habit whether at eighteen or fifty! However, we should not moralize, for New York jewelers sold twice as many cigarette boxes to women in 1909 than to men.

Beveridge's New Anti-Coupon Bill.

Senator Beveridge, of Illinois, offered a bill at Washington, Feb. 10th, restricting the giving of coupons, the distribution of prizes, or the use of the package or box as a coupon with any form of tobacco. Senator Beveridge, it will be recalled, endeavored to get restrictive legislation against tobacco prices into the Payne Tariff Bill, but without success.

The bill proposed by Senator Beveridge is as follows:

To amend an Act entitled "An Act to provide revenue, equalize duties, and encourage the industries of the United States, and for other purposes," approved August fifth, nineteen hundred and nine.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the Act entitled "An Act to provide revenue, equalize duties, and encourage the industries of the United States, and for other purposes," approved August fifth, nineteen hundred and nine, be amended by adding at the end thereof the following:

"Sec. 43. That none of the packages of smoking tobacco and fine-cut chewing tobacco, cigarettes, or snuff prescribed by law, or any cigar, or package of cigars, or other package of tobacco prescribed by law, shall be permitted to have packed in, or attached to, or connected with the same any article or thing whatsoever other than the wrappers and labels of the manufacturers or persons, orders, or organizations making or producing the same, the internal-revenue stamp, and the tobacco, snuff, cigarettes, or cigars, respectively, put up therein, on which the tax is required to be paid under the internal-revenue laws; nor shall there be affixed to, or branded, stamped, marked, written, or printed upon said packages or their contents any promise or offer of, or any order or certificate for, any money, gift, prize, premium, payment, or reward; and such labels shall truly state the bona fide owner, proprietor, and manufacturer.

"Sec. 44. That no such packages when emptied, nor any part of them, nor anything attached to such packages, shall be received by any manufacturer of or dealer in tobacco, snuff, cigars, or cigarettes in lieu of coupons or in consideration of anything of value."

Barr vs. the American Tobacco Company.

Suit Results from Slight Change in Package.

Concerning the suit announced in our last issue brought by John U. Barr, of New York, against The American Tobacco Co., there seems to be but few developments.

The plaintiff Barr claims that the American Tobacco Co. put out a number of tin cans for tobacco marked "licensed under patent 812,175." He asserts that as a matter of fact the American Tobacco Co. had no license and that therefore this entitled him to a forfeit of $100 for each one of the cans, one-half of which amount he claims as informer.

While the American Tobacco Co. declines to discuss legal affairs, THE TOBACCO WORLD has learned from good authority that the company has a license under patent 812,175; also that the A. T. Co. has made and sold tobacco in cans trade-marked "Continental Cubes," these cans being of various sizes and being marked "licensed under patent 812,175".

Some time in 1909 the A. T. Co. put out a 16-oz. can of the same shape as the "Continental Cubes" can and likewise marked it "licensed under patent 812,175". The presumption is that because some of these cans differ slightly in construction from the original "Continental Cubes," though in appearance exactly like them, that Barr has concluded that they would not be covered by the patent in question and hence instituted a suit as informer.

The Big Ten of the American Tobacco Co.

Pertinent Facts and Figures Relating to the Leviathan of the Industry.

THE common stock of the American Tobacco Company is currently stated to be $40,242,400 in amount. A well-informed New York authority asserts that within a little over five years nearly one and one-half times of the aggregate amount stated has been returned to the shareholders. Government statistics a few years ago revealed the following as the ten largest holders of common stock in the American Tobacco Co. In 1907 the stock sold as low as $174 and the table below shows how the millions invested have multiplied within that brief period:

	Shares.	Market Value Nov., 1909.	Low. 1907.
A. N. Brady	33,334	$14,868,964	$5,800,116
O. H. Payne	33,334	14,868,964	5,800,116
P. A. B. Widener...	33,000	14,718,000	5,742,000
Moore & Schley	31,451	14,026,592	5,472,648
Thos. F. Ryan	30,000	13,380,000	5,220,000
W. C. Whitney Est..	29,834	13,305,964	5,191,116
J. B. Duke	25,000	11,150,000	4,150,000
B. N. Duke	14,000	6,244,000	2,436,000
W. L. Elkins Est....	13,233	5,801,918	2,302,542
G. E. Schley	12,200	5,341,200	2,122,800

The highest quotation for the American Tobacco Co.'s stock in 1908 was $518 and it is now quoted around $400.

The company's preferred stock, which bears 6 per cent., is given out as $78,689,100. The preferred stock is owned very heavily by the public at large; the common, very much to their advantage, is held by a few persons as is shown above.

As to the cigar output of the American Tobacco Co. no authentic figures seem available at this time, but the table below shows the cigar output of the country at large and the quantity made by the combination and by independents. The table of some years ago is as follows, since when the United Cigar Stores have been created and the general output enormously increased.

	Total Output U. S.	Combination.	Independent.
Cigars	7,147,548,312	1,052,805,858	6,094,742,454
Cigarettes	6,437,692,637	5,309,128,300	1,128,564,337
Little cigars	985,751,253	804,433,750	185,317,503
Plugs and twists, lbs.	182,343,364	149,119,539	33,223,825
Smoking	175,672,171	124,032,420	51,639,751
Fine cut	12,742,345	10,310,960	2,431,385
Snuff	23,518,549	22,576,722	941,827

Neither at the time the above table was printed, or at the present time, have we authentic figures covering the output of the foreign factories owned by the American Tobacco Co.

The general counsel of the company include W. W. Fuller and Julius Parker. At the hearing in New York City in the United States Circuit Court the company had special attorneys in DeLancey Nicholl and W. J. Wallace and before the Supreme Court of the United States, as fully stated in these columns, John G. Johnson, of Philadelphia, was associate counsel.

Exploiting the Billy Possum Brand.

Warren Beck & Bro., of York, Pa., are now engaged in an active campaign of widely exploiting their "Billy Possum" brand. The brand was first thoroughly tested in local territory and met with instant favor. The firm is now in a position to supply the goods in quantities to the wholesale and jobbing trade and they are extending their field of operations to all parts of the country. Duplicate orders have been an invariable rule from those who have been thus far handling them and a specially attractive proposition is being made to jobbers in territory where the goods are not already represented.

Clarke & Snover, of Scranton, Pa., are pushing a new brand of smoking and chewing tobacco known as "Top Wave." They have a big factory on Adams avenue and their industry is a credit to Scranton.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

JAC. WERTHEIM, 54th and 2nd Ave., New York . . . . . President
A. M. JENKINSON, Pittsburgh, Pa. . . . . Vice President
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J. A. BLOCH, Wheeling, W. Va. . . . . Secretary-Treasurer

EDITORIAL.

It is a matter of just apprehension on the part of American business men that matters of vast and far-reaching importance have often to be decided from the bench by mentally feeble and physically infirm Judges.

Old Age on the Bench.

Dropping into the Supreme Court room at Washington recently, a TOBACCO WORLD representative was deeply impressed with the tremendous responsibility devolving on a bench of Judges whose whitened locks and hesitating manner plainly showed their need of retirement from the whirl and combat of life.

If THE WORLD man is able to judge, he would say that not more than two of the Judges sitting that day were physically fitted to pass on the matter then at bar. This was a complicated quarrel affecting two huge industrial corporations in which water power, land grants and priority of occupation each must affect the decision of the Court. The Chief Justice, trembling under his four score years, the aged Brewer and everyone of the other white-haired lawyers who composed the Bench, saving perhaps Justice Holmes, were plainly wrestling with problems which should not be committed to men already frayed out with the worry and corrosion of a lawyer's career. The facial expressions of the Judges as they looked at each other and then at the lawyers pleading before them, their efforts to comprehend the subtle and tortuous arrangement of facts and figures which they were expected to elucidate and mould into an intelligible decision were, to this writer, most pitiful! That expected of them was plainly *ultra vires*.

With the greatest respect for the Bench of the Supreme Court and for all other benches competent to perform their functions, we must vehemently protest against the Supreme Court of the United States being conducted as a sanctuary for old age. The youthful and middle-age brilliancy of lawyers are one thing; the feeble flutter of senile impotence and decay is quite another. Between the two conditions lies a great gulf.

Great questions of finance, those also relating to commerce, to manufacture, to transportation, to the customs and other vital features which affect a nation's existence, should be handled by men of the strongest mentality, by men in middle life, and, better still, by men (lawyers) fresh from the conflict of the arena, so to speak.

So impressed have we been of late with the incompetence of certain aged Judges to render lucid decisions, both in Federal and in State Courts, that our belief is that every Judge on the Bench who has reached his sixty-fifth year should be retired peremptorily and men between forty and sixty-five be installed in their places.

The Loss of Gustavo Bock.

The death of Don Gustavo Bock, announced in our issue of the 15th, was read with profound regret. Mr. Bock is properly referred to as one of the Napoleons of the cigar industry. When it is considered that his company controls and distributes more than twenty of the leading brands of Havana cigars and that they own 225,000 acres, described as the finest of tobacco lands, an idea of their dexterity and business acumen may be arrived at.

So immense were Mr. Bock's interests in Cuba at the time of the Spanish War that he became a conspicuous figure through his persistent efforts to get into Havana. So clever was his plea that a permit was accorded him to pass through the United States blockading fleet on the German S. S. "Poleria." Later this permit was revoked, but Mr. Bock's eagerness to get to his business quite recalled the dilemma of Southern merchants who were cut off from their homes by the Federal blockade during the American civil war.

Those Big Burley Fellows

The Federal Grand Jury summoned to ascertain whether the Burley Tobacco Society was a nice body of Sundayschool Superintendents and teachers or a naughty, bad lot, who preferred to play craps on Sunday behind the church, convened at Covington, Ky., Feb. 17th.

The chief Burley man, whose picture appeared in our last issue, is said to be as square as a die, and his face looks the part.

It certainly would be a good thing if Kentucky could conduct its tobacco rearing without the need or aid of secret service men or Government emissaries of any kind, State or Federal.

No Tobacco Decision at Washington.

Resuming its session on Monday, February 21st, the Supreme Court of the United States announced that no decision would be handed down at this time in the case of the United States *v.* The American Tobacco Co. The issues raised by the case pending against the Standard Oil Co. are set for argument March 14th, and no tobacco decision is probable until the oil suit has been heard.

There are a number of controversies before the Supreme Court which are of far reaching importance to business men, especially as relating to the extent of Federal authority in interstate commerce matters.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Bellette Regensberg Weds.

BELLETTE REGENSBERG, son of Edward Regensberg, of E. Regensberg & Son, cigar manufacturers, took unto himself a charming bride on Washington's Birthday, by marrying Miss Stella Rosenfelt. The bride is a daughter of the well-known proprietor of the Café Boulevard and is noted in her circle of friends for her charm and beauty. Following the ceremony Mr. Regensberg and his bride departed on an extended tour through Egypt.

Leo Hirsch Continues Business.

After severing his connection about a year ago with Max Gans & Son, of 197 Water street, with whom he had been for eight years, Leo Hirsch has taken quarters at 192 Water street, and engaged in the leaf tobacco business on his own account. A general line of goods will be carried, but he will specialize Porto Rico, Sumatra and Havana, and he expects to cover the New England States, New York, Pennsylvania and New Jersey. He was formerly connected with the old cigar manufacturing firm of Harburger, Homan & Co., of this city. The late firm of Hirsch & Rosenzweig has been dissolved.

Bijur-Blum Nuptials.

Nathan Bijur, of the widely known leaf tobacco firm of E. Rosenwald & Bro., was married recently to Miss Eugenie Blum, at the home of the bride's aunt, Mrs. Lazarus Cohn, at 23 West Forty-sixth street. After the ceremony the bridal couple left on a wedding trip through the South.

All Off for Amsterdam.

A goodly number of leaf tobacco men will visit the Frascati this spring during the Sumatra Inscriptions, the first one of which will take place on March 11th. Benno Neuberger, of E. Rosenwald & Bro., was among the first to leave. Leopold Schmid, of L. Schmid & Co., sailed on the George Washington. John H. Duys, of H. Duys & Co.; Leopold Cohn, of A. Cohn & Co., and Louis Hirsch, of Joseph Hirsch & Son, sailed on the Oceanic. Edgar Pretzfeld, of Pretzfeld & Co.; William J. Quanjier, with Hinsdale Smith & Co., sailed on the Potsdam.

Harry L. Harris, a son of Sam H. Harris, has resigned from the sales forces of the Khedivial Co. and has been succeeded by J. E. Flynn, who will make his headquarters in Chicago, vice Harris. The house is making a special drive on their "Turkish Whiffs" brand, which is a comparatively new creation, but is meeting with popular favor wherever it has been introduced. Active campaigns are now being conducted on the brand in Philadelphia, New York and Brooklyn.

Lane to Leave Wall Street.

AFTER a number of years of successful business in the Wall Street district, Robert E. Lane, one of the best known retailers in the city, is about to retire from that section of the city. Mr. Lane conducts a chain of stores, and the closing of the Wall Street establishment will enable him to devote more of his time to the remaining stores.

John M. Merriam, of the famous "Roycroft" shop in Maiden Lane, was scheduled to reach San Francisco early last week, but owing to heavy snow storms, which were unexpectedly encountered, he was considerably delayed. He reports very encouraging trade conditions all along the line so far traversed by him and expects to make this a banner trip.

J. M. Diaz, of Bustillo Bros. & Diaz, returned to the New York office on February 28th. Mr. Diaz left the city January 17th for the Pacific Coast, stopping at all the large cities through the West and Northwest, returning via the Southern route to Tampa, where he took a short rest looking over affairs at their factory.

Mr. H. Anton Bock left New York February 22d for the Pacific Coast, visiting all the large cities through the West and feeling out the pulse of the trade on the Don Antonio cigar. Mr. August Baer, manager of H. Anton Bock & Co., reports business fairly well and that they are getting their share of the trade. Mr. Bock will return about March 29th.

Mr. E. P. Cordero, manufacturer of Hi Hogar and La Superior cigars, left for Havana January 27th, where he will remain until the 12th of March, arriving here about the 15th.

Alonzo B. Panodz & Co. has been incorporated in New York with a capital stock of $30,000 to manufacture cigars and smoking tobacco. The incorporators were Joseph Kraus, H. Schneider and Louis Schneider.

Adolph Rosenzweig will continue in the leaf tobacco business at 126 Water street as successor to Hirsch & Rosenzweig, recently dissolved. The name will be Adolph Rosenzweig, and a son, Sidney Rosenzweig, will be connected with the firm.

Charles Hirschhorn, of the United Cigar Manufacturers' Co., has leased the residence of Oscar S. Strauss, former United States Minister to Turkey and Secretary of Commerce and Labor under President Roosevelt, at 5 West Seventy-sixth street for eighteen months at a rental of $1000 per month.

M. S. Rothschild, of Montevierno & Co., manufacturers of El Rayo cigars, left about the 15th for the Coast, visiting Chicago, St. Paul, and from there to Portland. He will be away about two months.

NEW YORK NEWSLETS

Mr. Sutter Goes to Amsterdam.

Louis P. Sutter, of the firm of L. P. Sutter & Bros., sailed from New York February 22d on the S. S. Posdam for Amsterdam, where he will attend the Sumatra Inscriptions. He will be gone several months.

Newton Samuels returned last week from a trip through the West in the interests of Sylvester & Stern. He brought with him a fat order book, indicating that business in the Middle West is on the jump.

S. Goldberg, representing S. Ruppin, Havana importer, is just back from a successful trip through the West. G. M. Berger, of the same firm, leaves this week for a trip through New York State.

Milton Sutter, of L. P. Sutter & Bros., has returned from a quick trip through Pennsylvania. W. A. Deegan has joined this firm's road forces and will cover New York and Connecticut.

Park & Tilford, distributors of Rey Eduardo, clear Havana cigars, report that they have enjoyed a steady demand on these excellent goods. The Eduardos are of an unusually pleasing and mild character and appeal particularly to high-class trade.

Richard Paul, formerly with the Hillson Co., has now joined the sales department of the E. & W. Cigar Co., of Brooklyn, N. Y. His territory will be Eastern Pennsylvania, Baltimore and Washington.

Aaron Dietz, New York State salesman, and W. G. Smith, New Jersey salesman of the E. & W. Cigar Co., were in town last week and report a good business on the John Bell cigar, the popular leader of this progressive house.

Theodore Werner, president of T. J. Dunn & Co., 401 East Ninety-first street, reports that they are having an excellent trade on their "Bachelor" cigar. They are now over sold and rush orders are still coming in every day.

Fred. W. Winter, of the Winter Cigar Manufacturing Co., left New York on February 26th, for the Pacific Coast. He will meet Mr. D. Lamont, their Middle Western States representative at Omaha, and confer with him on trade conditions in that territory. He will also visit Denver and Salt Lake City on his way out, returning to New York in about two weeks.

Geo. L. Symons, of Symons-Kraussman Co., is now on his way to the Coast looking after the interests of the "Flor de Baltimore" cigars. He left New York on February 16th and does not expect to be back until April 15th. Mr. Symons has already sent in some very encouraging reports and looks forward to a successful trip.

E. Kleiner, of E. Kleiner & Co., returned to the city last week after a busy five weeks' work on the road. Four weeks were spent in the West making new trade connections and one week in Boston. He is very well pleased with the results. Mr. Anthony Kleiner is now traveling through the South.

Saml. I. Davis, of Saml. I. Davis y Ca., makers of the "El Sidelo" cigars is now making a six weeks' trip covering the entire Western circuit as far as the Pacifi Coast. He will in all probability be away until April 1st.

Chas. S. Morris, of Chas. S. Morris & Co., left New York on February 26th for the West and Northwest, going out as far as Denver. Mr. Morris expects to be away about three or four weeks.

A petition in bankruptcy has been filed against Henry Adler, cigar and tobacco manufacturer, 217 Pearl street, New York. O. S. Seymour has been appointed receiver.

The Sterling Cigar Manufacturing Company has been incorporated in New York with a capital of $1000 by S. Marks, Philip Isaacs and Saul Amsterdam.

To deal in cigars, cigarettes, etc., the Celebrity Cigarette Company has been incorporated in New York with a capital of $25,000 by Fred Rollands, Luigi Brunacci and Chester A. Arnstein.

Schwartz & Gottle, Inc., has been organized with a capital of $5000 to manufacture and deal in cigars, tobacco products, etc. The incorporators are Henry Schwartz, Albert Flower and Benj. Gottle, all of New York.

John H. Duys, of H. Duys & Co., the well-known Sumatra house, left last week for Amsterdam to attend the Sumatra inscriptions.

J. D. Manton, of the Manton-Govern Company, has returned from a three-weeks' trip to Porto Rico well pleased with the conditions he found there and bringing a report of prosperous business. The Luriana and Myriana cigars, which are the leaders of their line, have been in steady demand, and as a result the factories have been kept busy.

A. J. Lachman, president of the West Indies Cigar Company, is on a three-weeks' trip through the Middle States.

E. A. Jacobs, popularly known in Porto Rico as "King Jake," the hustling representative of Mendez & Gomez, left New York last week on a quick trip to the Middle States during which he will stop at Chicago and St. Louis, and other distributing points.

F. R. Hoisington, of the Cayey-Cagnas Tobacco Company, is on a three-weeks' trip to Porto Rico and expects to return to New York about March 12th.

The Eisenberg Cigarette Company, 161 Bowery, New York, has been chartered to deal in cigars and tobacco; capital $5000. Harry Greenberg, Samuel Eisenberg and Samuel Weinberg, all of New York, are the incorporators.

James G. Driscoll has been admitted into partnership with Stephen G. Ruth, who formerly conducted a tobacco brokerage business under his own name in New York. The firm will be known as Ruth & Driscoll.

A petition in bankruptcy was filed against the firm of Kruckman & Sobel, tobacco dealers, at 2052 Eighth avenue, New York, Feb. 14th. Serious charges were made against the firm in regard to the disposition of assets and preferential payments.

Mr. Bonita Rovira, of Bonita Rovira Co., is making a four weeks' trip through the South and Southwest, visiting their regular established trade and making new friends. He is expected back about the 5th of March.

Cigar Moisteners That Do the Work.

J. B. Goldberg, manager of the New York branch of the Chicago Commercial and Specialty Co., at 203½ West Broadway, has been quite successful in the last two weeks in distributing the Aztec Moisteners, manufactured by this company. These moisteners come in various sizes, well adapted to any kind of cigar case, and experience has shown that they make good in keeping the cigars in first-class condition. Dealers who are interested in the moisteners would do well to communicate either with Mr. Goldberg, New York, or with the main office in Chicago at 427 West Sixty-third street.

The Tobacco Products Company, 1714 S. Ashland avenue, Chicago, were insured some $20,000 in various companies at the time of the recent fire.

Strike Affects Philadelphia Business.

BUSINESS has been seriously interrupted owing to a strike of street car men, which was followed by numerous riots during the past week or more. Downtown retailers are most of all feeling the disastrous effects, as the shopping districts are greatly depopulated in fear of sudden outbreaks and the inconvenience of getting around. Although every effort is being made by city officials to quell the rioting, the end is not yet at hand and more trouble is expected to come before all is over. In fact, there is at this time a possibility of a general sympathetic strike of all trades unions, and in which event business would soon become almost paralyzed, at least, for a time.

Leaf Tobacco Men to Meet.

The regular annual meeting of the Philadelphia Leaf Tobacco Board of Trade will take place on March 8th at the Harris Club, on New Street above 3rd, and officers for the ensuing year will be elected. Mr. Julius Vetterlein, the present encumbent as president, and who is one of the ablest men in the leaf trade, is logically eligible for re-election, although it was with difficulty that he was persuaded to serve when elected to office about a year ago. In fact it is believed that all the present officers will be re-elected. At this meeting delegates will likely also be named to attend the convention of the Nationa Cigar Leaf Tobacco Association, which will be this year held in Hartford, Conn., on Monday and Tuesday, May 9th and 10th.

Philadelphia Factories Generally Busy.

The cigar manufacturers seem to be generally pretty busy for this time of the year. Reports from cigar box manufacturers also verify these claims, inasmuch as they have had during the month a healthy increase in the consumption of cigar boxes, by local factories. Some of the factories have been increasing their working forces, but up to this time there has been little difficulty in getting enough cigar makers. A premature strike has been reported in and out of town factories of one of the well known manufacturing establishments of this city, but it is not expected that the trouble will be very serious nor last very long. Orders for goods are coming in nicely both by mail and from traveling salesmen now out on the road.

Neumann & Mayer Company's Formal Announcement.

The newly organized cigar manufacturing firm of Neumann & Mayer Co., which recently succeeded Morris D. Neumann & Co., have just made their formal announcement of the change. They also state that they will continue to conduct the business upon the same lines as formerly employed by M. D. Neumann & Co., and from whom all brands, titles and copyrights have been purchased.

The company is comprised of Morris D. Neumann, Joseph Guggenheimer and Leo W. Mayer, the last named of whom was lately a member of Hilson & Co., of New York, and is widely known in the cigar trade.

Frishmuth Enjoys the "World".

Under date of February 22d, Mr. John C. W. Frishmuth, of Frishmuth Bros. & Co., who are the oldest as well as one of the largest independent tobacco manufacturers in the United States, wrote from Monticello, Florida:

"Copy of the new WORLD received. I appreciate your attention in sending me a copy, and am more than pleased with its appearance and contents.

If you continue it as started, there should be no doubt about its success. With best wishes, I am,

Yours very truly,

JOHN C. W. FRISMUTH."

Dalton Preparing for Removal.

For some days past artisans have been busily at work in renovating and redecorating the old Bromall-Lafayette premises on Thirteenth street, below Chesnut street, for occupancy by the M. J. Dalton Co., on March 5th. It promises to be one of the most attractive retail establishments in the city.

Sheip Company will Not Remove.

The statement has been erroneously made that a prominent cigar box manufacturing establishment may remove from Philadelphia by the H. H. Sheip Manufacturing Co., for no such thing has been even dreamed of by that company. It is true, as announced in THE TOBACCO WORLD in a recent issue, this company is interested in a new enterprise at Tampa, Florida, under the name of Sheip-Weidman Co., but it will in no way affect the Philadelphia business of the company.

PHILADELPHIA NEWS AT A GLANCE

Frank Dominguez, of the Havana importing firm of E. A. Calves & Co., recently returned from a purchasing expedition to Cuba, where he succeeded in getting considerable additional supplies of leaf for their growing trade in the States. Mr. M. H. Myers, traveling salesman with this house, immediately packed his sample trunk and is now off on a trip through New York and the New England States. Business is reported fairly good with the firm.

Luckett, Luchs & Lipscomb are making good progress in the more extensive distribution of their "Luxello" brand of nickel cigars among retailers in this city and many new accounts are being added to an already long list. It is even more pleasing to note that the goods are duplicating encouragingly well with all dealers handling them.

John Dee, of the Theobald & Oppenheimer Co., recently returned from a business trip through the West and had an encouraging report to make of the conditions in that section, and which are highly favorable to the product of the T. & O. Co. Their factories are all well filled with orders and forces of cigarmakers have in some instances been lately increased.

A twenty per cent. increase of the sales of the corresponding period of last year is shown in the "Counsellor" brand of Allen R. Cressman's Sons in Philadelphia. At some points outside of this city even a greater gain is shown.

Godfrey S. Mahn is now on his annual visit to Cuba, and will return by way of Key West and Tampa, making selections of some certain sizes of fine clear Havana cigars.

The Sabarosa factory of Vetterlein Bros. is running full blast, and a fine line of orders was recently brought in by Roy Vetterlein upon his return from a business trip through the West.

The 44 Cigar Co. is prospecting for an additional factory. When they took possession of their new building at Eleventh and Wharton streets it seemed to possess ample facilities for some time to come, but already its capacity is becoming heavily taxed with many and large orders for their product making additional facilities necessary.

L. G. Haeussermann & Sons, leaf tobacco jobbers on North Third street, have found the change by removing their retail department from the second to the first floor highly profitable in a more extensive business, which is steadily increasing. Carl L. Haeussermann, of this firm, is now devoting more attention to looking after the customers' needs by personal visits with encouraging results.

C. W. Saunders, representing the Cortez Cigar Co., of Key West, was a recent visitor in this city, en route to Atlantic City to look after special Easter trade in that popular resort, and where Cortez cigars have a good sale.

E. F. Oppenheimer has rejoined the selling forces of the Cores-Martinez Cigar Co., after an absence of about two years, and will cover Chicago and vicinity, making occasional trips through Illinois, Missouri and Indiana.

S. E. Isaacs is another former salesman that has come back into the fold of the Cores-Martinez Co. When he left the company about a year ago he organized a jobbing firm at Harrisburg. Mr. Isaacs is now making his first trip through Pennsylvania as far west as Gettysburg, and upon his return he will devote his time to represent the V-P cigars here.

W. S. Luckett, of Luckett, Luchs & Lipscomb, Philadelphia, has returned from a short trip through the West, during which he stopped at the leading cities as far West as St. Louis. Mr. Luckett reports that cigar business in the West is quite brisk and that his trip was quite successful from a business standpoint.

Detroit Factories Running Full.

Railroads Unable to Handle All Business—Local Trade Items.

DETROIT, MICH., February 2d.

THE demand for tobacco continues about the same. Cold weather has prevailed over the State during the past month and this has curtailed business to a certain extent. Factories are, however, running full, but the probabilities are there will be a better trade shortly. Prohibitionists are insistent in their assertions that they will carry a majority of the counties of the State in the spring elections, and while the decreased revenue from the cutting off of hundreds of saloons will cause manufacturers worry it will not be so great as to seriously affect the trade. It is noted that last year when a large number of counties went "dry" the demand for cigars and tobacco did not fall off to such an extent as was looked for.

Cigar factories in different parts of the city and State are running full. Some manufacturers complain of a difficulty in getting suitable help. Good wages are paid cigarmakers and in some factories it has been necessary that girls be put in the place of male help. The uncertainty in shipping circles is causing some worry. Detroit railroads seem unable to cope with present business and there is congestion in local switching yards. A meeting of Michigan shippers was held in Lansing recently and it was decided to send the demurrage question, one of moment to Michigan tobacco manufacturers, into the courts. The Interstate Commerce Commission wishes Michigan to adopt the uniform code of demurrage rules, which are entirely unacceptable to Michigan shippers and the Michigan State Railroad Commission.

An Enlightened and Progressive Department.

THE TOBACCO WORLD has observed with gratification the earnest co-operative work which the Department of Agriculture has expended in aiding the tobacco growers of this country. Not only does the department give earnest heed to the suggestions and complaints of the growers, but the most active personal assistance by Government experts seems to be had for the asking. The experimental station proves of immense value to the growing interests wherever established. It would be impossible to record in these columns the proceedings of the various meetings and conventions which assemble to discuss tobacco culture, its perils and its profits. A meeting, however, held at East Hartford, Conn., Feb. 15th, that of the Hartford County Growers' Protective Association, elicited an unusual amount of valuable discussion and disclosed certain facts and methods which ought to prove helpful to any section.

Dr. W. W. Garner, of the U. S. Agricultural Department, seemed specially helpful in his suggestions. He laid stress, for instance, on co-operation, experiments regarding the priming of tobacco instead of cutting, and took up the matter of rust, calico tobacco, the lessened yield as due to fertilizing, or to the type of weed raised. He spoke further also about cross-breeding in order to get a better plant.

W. M. Hinson, of the same department, thought it possible that a change of crops once in four years would eliminate some diseases; that a change in curing and increased yield or wrappers could be had. As now grown, only one wrapper is obtained from a leaf; if the size of the leaf were diminished, more wrappers could be secured from the plant. A change of fertilizers, also, Mr. Hinson thought, might give a better yield.

The inquiries and comments of the tobacco growers at this particular meeting disclosed high intelligence and a determination to adopt the best methods which science and experiment could possibly evolve.

The United Cigar Company has placed E. J. Hempton in charge of their business in the Reeves Block, Fon du Lac, Wis.

TAMPA TIPS

TAMPA, February 25th.

THE past ten days has been a period of constant gaiety and excitement in this city, due to the Panama Canal celebration, and the hotels and town in general have been crowded with many thousands of visitors. These included Governor Gilchrist, General Miles, of the U. S. Army, and scores of officers of the Army and Navy and of several foreign battleships.

The great cigar factories were, of course, objects of special interest to the visiting guests, and numerous automobile parties left the Tampa Bay Hotel at various times for the special object of visiting and inspecting factories in West Tampa and Ybor City. Yesterday General Mills, commanding the Department of the Gulf, under the escort of Major Henry Cohen, of the Florida National Guards, and attended by his staff, visited three of the largest factories in West Tampa, and it is needless to say, interfered materially with the progress of work, while the cigarmakers gazed in awe at the heavily bedecked uniforms.

The reports of trade for the past fortnight are of a most sanguine nature and several manufacturers are now doing more actual business than they did during the weeks prior to the Christmas holidays. Many of the leading road men are out and the orders they are returning are much heavier than for at least three years past.

The contract for the erection of the new Boltz, Clymer & Co. factory in West Tampa was awarded yesterday to Levick & Mobley, the local contractors, who were not only the lowest bidders, but who are experts in the building of cigar factories. Mention has already been made in the WORLD of this addition to the Tampa cigar industry, but the factory which Architect Fred James has designed promises to be one of the most commendable that he has ever planned. The building will be of brick, colonial style and ground will be broken to-day.

The new Davis plant is progressing rapidly, the masons being almost up to the first floor joists, and the building will certainly be ready by August 1st—the contract time. The cigarmakers in the Davis factory went on a one-day strike Tuesday last, which was probably in celebration of Washington's Birthday. Manager Levy had them back at work, however, on Wednesday.

A. L. Cuesta, of Cuesta, Rey & Co., reached Tampa last Sunday, after a quick trip to Havana, where he picked up some much needed lots of tobacco. Mr. Cuesta expressed much regret in the loss of E. R. Singleton, their representative in the Middle West, who has resigned to go with E. A. Klein & Co., of New York.

Cuesta, Rey & Co. are preparing to market a new grade, which will be known as "White Heather," and if the goods size up to the beauty of the label they have adopted, nothing more could be desired. Mr. Cuesta leaves to-night for Jacksonville and Atlanta.

Edw. Woodiska & Co. is at present at Havana buying stock. This house is doing better than ever on the well-known "Julia Marlowe" brand.

J. M. Diaz, of Bustillo Bros. & Diaz, whose headquarters are in New York, has been at the Tampa Bay Hotel for a week past. Mr. Diaz came in from a trip which extended out to the Pacific Slope, and tells me that he closed a number of fine deals, which should keep their factory busy for a long time to come. Mr. Diaz leaves here for New York on Saturday the 26th.

B. Balbin, of Balbin Bros., has been in Havana for ten days past buying leaf. He has picked up some special lots, but the market there is not in a promising condition and it is almost a case of take what you caught. The Balbin factory is doing more business to-day than they were in November last.

Celestino Vega, of Celestino Vega & Co., left here last night on a hurry trip to Havana. The firm received a cable yesterday that their warehouse had been destroyed by fire, which incidentally burned up two hundred barrels of choice stock which they had there; only fifteen barrels of Vuelte Abajo. was saved from the flames. Mr. Vega hopes to get back within a week.

Mr. Apte, of the El Provedo Factory, is very optimistic as to the year's business and reports that their business is growing steadily and sturdily. The company's business, which was formerly located at Tallahassee, has been entirely removed to this city now, and last week the doors were closed in the old plant permanently.

The El Provedo Company are to have a new factory before many months, and they are now considering several propositions looking to this end. They may eventually occupy the factory which Samuel Davis & Co. now occupy or they may build a factory.

Jose Lovera, of the Jose Lovera Co., has lately returned from a business trip to Havana and reports that he is well pleased with the holding of leaf which they have in the island. The factory is making rapid progress this year and all indications are that they will eclipse all former records of output.

The La Noticia Cigar Co. are planning a further extension of their plant. It is but a comparatively short time since they did extend their building, but the rapid progress made by them is making it necessary for them to obtain further improvements and greater facilities so strong has become the demand on their leading brands.

Leopold Powell, of Leopold Powell & Co., has been at the Tampa factory for a short time. He rather expects to remain until the real spring activities begin at the New York headquarters of the firm.

A. Santaella & Co. have been receiving some very substantial orders from the Pacific Coast, where the trade is being visited by Senor A. Santaella. The Optimo factory is among the busiest here, and Mr. Mariana Alvarez was obliged to cut short his visit to Cuba recently owing to the press of business at the factory.

E. Regensburg & Son, who claim the distinction of having the largest individual clear Havana cigar factory in the world, are making preparations for early possession of the new building which will make the claim an accomplished fact. Not only is their new building among the largest, but in it are exhibited other innovations.

W. T. Morgan, of the Morgan Cigar Co., left here Washington's Birthday for a three weeks' trip to Havana. M. M. Borchardt, who is in charge during Mr. Morgan's absence, reports that their business is of a much more satisfactory nature than for months past.

EDGAR J. STACHELBERG,
of M. Stachelberg & Co., and Prominent in the Trade at Tampa.

The Erlich Mfg. Co. have been increasing their force of cigarmakers to more promptly meet the growing demands for their product. After spending some time at the Tampa factory and visiting Cuba, Mr. Harry Erlich has returned to the New York headquarters.

Edgar J. Stachelberg is now in Cuba to make inspections of Vuelta tobaccos for their factory needs and of which his firm is in possession of very large quantities, and of the choicest crops of last years' growth. He will make further purchases only if he can find something that will thoroughly correspond in quality to what they already have.

F. A. Torre, of the Sanchez, Haya & Co. factory, says that they hope to occupy the new building at Fourteenth avenue and Seventeenth street, Ybor City, about April 1st. The structure is 150x80 feet by dimensions, thoroughly modern in construction and equipment and will have a seating capacity for over 600 cigarmakers.

In the new quarters, however, old No. 1 factory will have as fine facilities as anyone in Tampa to take care of the trade which has clung to them so long.

B. J. Strauss, of Rey, Strauss & Co., has been in Tampa for several days past looking over conditions at the factory. Mr. Strauss leaves Monday next en route for New York, where the firm have recently opened offices at 143 Liberty street.

This house make the "Mi Rey" brand, which is being pushed in Philadelphia by T. H. Hart & Co.

Importations of Havana tobacco continue very well and withdrawals have necessarily been also strong owing to the great production of goods.

KAPPAL.

Busy Times at Jacksonville.

JACKSONVILLE, February 25th.

TRADE reports in this centre are all of the most encouraging trend, and if business continues at the present pace the year 1910 will go some distance toward erasing the very bad record of the past two or three years.

Gonzalez, Sanchez & Co. have more cigarmakers seated at their fine factory on West Ashley street than they have had for some months, and the outlook as they see it is of a bright character. George W. Hardee, secretary of the company, left for a trip to Philadelphia, New York and other points along the Atlantic Coast two or three days ago and will not return for three weeks.

Werner, Bidez & Co., one of the few exclusive wholesale tobacco houses in this city, have been making a special drive for the past week or so in the Cayey-Caugas Co.'s Savaronas, and their windows are also showing the Valla Rico, 5-cent goods, which look attractive to say the least. The Werner-Bidez Co. are distributors in this district for several first-class brands, including the Deisel-Wemmer Co.'s "San Felice," also "213," "Richard Wagners" and "Little Helsons." They are located at 24 Ocean street.

Otto and Charles J. Eisenlohr, the Philadelphia manufacturers, stopped here for a day last week en route to Palm Beach. They made a call on their local agents, Van Deman & Lewis Co., who control "Cincos" for the State of Florida, and were warmly welcomed by Manager C. G. Williams. The Van Deman & Lewis Co., by the way, are the largest handlers of A. T. Co.'s goods in this city.

Manuel Fernandez, who succeeded to the business of M. Fernandez & Bros. last year, is away at present on his spring trip showing their well-known brands of Esta de Oro and La Lampara. Mr. Fernandez has just finished up at Nashville, where he closed some satisfactory business. During his absence the factory is in the capable hands of Manager E. Barrios.

The "C. H. S." 5-cent cigar has been heavily exploited here during the past few weeks and sales are reported as increasing rapidly. The street cars, as well as large electric signs, are being used most effectively.

Here's one of the cards in the street cars:

A few dealers don't sell
C. H. S. Cigars.
They say they cost them more than any other 5-cent cigar and interfere with the sale of 10-cent cigars.

As is well known, both here and throughout the South, the wholesale grocery houses are all large handlers of tobacco and cigars and they uniformly are doing more to-day than at the same period one year ago. I had good reports at Stringfellow & Doty's, who distribute Optimos and Santaellas, and from the Bowers Grocery Co., who are Stachelberg's agents here.

Jacksonville was never in a more thriving condition than to-day. Real estate has steadily improved in real value; the wholesale houses are broadening in every direction and the tobacco business is and will continue getting its full share.

THE TOBACCO WORLD in its new form has caught on amazingly and complimentary opinions have come from all quarters.

"PILGRIM."

What Tampa Thinks of the "World".

"THE TOBACCO WORLD, under its present management, is developing into *a splendid journal, broad in its scope, comprehensive in its news columns and typographically one of the neatest journals in this country.*"—The Tampa Times.

KEY WEST, February 24.

KEY WEST participated in the Tampa-Panama Canal Celebration by sending a fine float on Washington's Birthday. The float was symbolic and showed the relative position of Key West and other Florida cities to the Panama Canal. It was accompanied by Charles H. Ketchum, a member of the Key West City Council.

President Fleitas, of the Key West Cigar Manufacturers' Association, has acknowledged receipt of a communication from the Tampa Manufacturers' Association, relative to a regulation of prices for certain standard sizes established on a new scale. It is now expected that the matter will be brought officially before the local association for consideration and action. The present scale used in Key West has been in operation since 1906, when serious troubles were settled between manufacturers and cigarmakers and that no friction has since occurred. It may be deemed unwise to make any further changes at this time, and it also appears that the Tampa Association has not touched on many of the sizes in vogue among cigar manufacturers on the Island, but generally speaking such an arrangement as has been proposed would be very agreeable to the local manufacturers, and would probably also tend to minimize the possibility of future disagreements between manufacturers and employees.

Manufacturers for the most part are working with full forces, and some are very busy. Shipments to the Pacific Coast have been particularly heavy, and representatives of Key West factories who have recently visited the Coast all reported good business. The outlook generally seems good and manufacturers are highly pleased with the prospects as they now appear.

Orders have been coming in well with the Ruy Lopez Co., and President Wardlow is more than ever missing the commodious quarter which they had before the storm of last fall. It seems to becoming urgently necessary for them to rebuild pretty soon, for their present quarters, which were taken temporarily, will soon be entirely inadequate.

The E. H. Gato Cigar Co. have had a phenomenally good business and their force of a half thousand cigarmakers are not losing a minute of time, and withal the company is obliged to ship goods out as rapidly as they can be prepared. E. H. Gato, Jr., left on the 18th inst. for a month's stay in Cuba, and during his absence Thomas H. Gato is taking charge of the factory forces.

The Hemerica brand of S. & F. Fleitas has been in strong demand recently and an increase in the force of cigarmakers is now anticipated in order to meet the rapidly growing demand. Work on the construction of a new factory building is also to be commenced forthwith and to be pushed vigorously to completion.

The Cortez Cigar Co. has been taking on additional hands right along, indicating that their products are meeting with increasing favor everywhere.

Murias-Campana Ca. is the name of a new company which has taken out a license to manufacture cigars in Key West. They have adopted the title of Carlos Murias, and will make it a leader in their product.

After a brief visit to Tampa, Manuel Lopez, of the Manuel Lopez Ca., has returned to factory headquarters here. He found that during his absence things had run along very smoothly and that trade shows signs of increasing activity.

The Cayno Hueso Cigar Co. is extending its work rooms and increasing its force of cigarmakers. Numerous orders are now on file to be filled and more are coming in daily.

Jacob Stahl, Jr., of New York, is said to be one of the principals of the newly organized firm of Murias-Campana Ca., and with whom there is associated D. Clinton Whiting and Jose Maseda, and the firm succeeds A. Baez & Bro. Mr. Stahl has returned to New York via Cuba, and Mr. Maseda will remain in Key West as factory manager.

S. & F. Fleitas are receiving some anxious inquiries for more goods, and the firm is more and more feeling the need of additional facilities and are extremely anxious to get into their new building, which is now in course of erection. Owing to the building of a new factory, Mr. Francisco Fleitas is unable to make a trip North, which is his custom about this time of the year.

The Richest Spot in Cuba.

A few hours East of Havana in Pinar del Rio there lies one of the most valuable tracts of land on the face of the earth. There are but two other places in the whole world where ground is worth so much as in the Vuelta Abajo, Cuba. These two places are the spot in the valley of the Rhine, where grows the Johannesburger grape; the other spot is the Kimberley diamond district in South Africa. Just how much the finest belt of cigar land would fetch in a box per 100 or one at a time over a cigar counter it is difficult to say.

At any rate, all sorts of traditions hover over this historic tobacco soil. In former times it was watered with the blood of Cuban braves and the tears of fleeing Seboritas. The fertilization was good and poured millions into the lap of Spain. Just now it is said that the cock fight is the conjuration by which the soil of Vuelta Abajo is induced to yield a good crop. The blood of the dying roosters would hardly suffice to enrich the soil of the district, but the right to pit their cocks one against the other so pleases the tobacco toilers of the Vuelta, that they work harder than any other toilers and produce the most deliciously subtle tobacco that is grown on the globe.

We might remark that the other districts tried to reform the tobacco peasant and make him stop cock fighting. The planters of the Vuelta were too shrewd for this, hence glorious cock fights and a fragrant weed whose charm encircles the earth. If you doubt it, ask King Edward, the Shah of Persia or "Uncle Joe" Cannon, either of whom are known to pay from fifty cents to a dollar apiece for their cigars.

Deisel-Wemmer Company in New Building.

The Deisel-Wemmer Co., of Lima, O., have just recently taken possession of their handsome new building at Franklin and First streets, and are now comfortably installed.

It is a new building constructed specially for this company, and is built of brick and reinforced concrete, containing three stories and basement, and measures 50 by 100 feet.

The offices of the company have been removed from their former building and now occupy pleasant quarters on the first floor of the new building. The second floor is devoted entirely to manufacturing departments. The upper floor is needed for the packing and drying rooms.

The building is exceptionally well arranged with good light and heat and convenient in its minutest detail. Over 400 hands can be accommodated in the new building.

United States Leads World in Tobacco Export.

Startling Figures Compiled by Department of Commerce and Labor.

MORE than one billion dollars' worth of tobacco and manufactures of tobacco have passed through ports of the United States since 1890, the value of the exports from the country during that period having aggregated six hundred and forty-six million and the imports into the country three hundred and eighty-six million dollars. These figures are exclusive of trade passing between the United States and its non-continguous territories, which showed in 1909 alone cigars and other tobacco brought in from Porto Rico valued at five and three-quarters millions dollars and shipments of tobacco to Alaska, Hawaii and Porto Rico valued nearly two million dollars.

The United States leads the world as an exporter of tobacco, having supplied over forty-one million dollars in a total of approximately one hundred and fifty million dollars' worth of tobacco and manufactures which entered international markets last year.

The principal countries exporting tobacco, according to figures compiled by the Bureau of Statistics of the Department of Commerce and Labor, are: The United States, forty-one million dollars; Cuba, about thirty-one and a half million; the Dutch East Indies, twenty-three million; the United Kingdom, seven million; Brazil, four million, and Netherlands, three and a half million dollars. A second group of important exporters of tobacco, with exports averaging less than three million dollars per annum, includes Egypt, one and three-quarters million dollars; Austria-Hungary and Greece, each about two and one-half million; Germany, China and Mexico, each about one and one-half million; France and Algeria, each about one and one-quarter million; Japan, one and one-fifth million; India and Switzerland, each about three-quarters of a million.

In the exportation of manufactured tobacco Cuba is at the head of the list with a total of thirteen million dollars, compared with six million for the United Kingdom, four and three-quarters million for the United States, two and one-half million for Netherlands, two and one-third million for Egypt, one and one-half million each for Germany and Brazil, one and one-quarter million for France, one million each for Japan and Austria-Hungary, three-quarters of a million for Algeria, and one-half million each for Italy, Belgium and India. Of the tobacco exported from the United States, about eleven per cent. is in the manufactured form; and from Cuba, about forty-five per cent; while practically all the domestic exports of tobacco from the United Kingdom, Netherlands, Egypt, Germany, France and Austria-Hungary are in the manufactured state. Both Germany and Japan export practically all of their tobacco in the form of cigars and cigarettes.

Germany and the United States are the world's leading markets for tobacco, Germany being credited with thirty-five million, and the United States with thirty million dollars' worth of imports of that article, compared with twenty-five million dollars' worth imported into the United Kingdom and ten million into Austria-Hungary. Countries importing between four and ten million dollars' worth of tobacco annually include France, Belgium, Netherlands and Canada.

Of the tobacco imported into the United States in 1909 twenty-six million dollars' worth was raw and four million manufactured. Germany imported in 1908 raw tobacco valued at thirty million and manufactured tobacco at five million; the United Kingdom, eighteen million raw and seven million manufactured; Austria-Hungary, nine million raw and one million manufactured, and India and the Straits Settlements practically all in the manufactured state. The share of manufactured tobacco in the total tobacco importations of Australia, the Philippine Islands, Sweden and Norway varies from forty per cent. to about fifty per cent.

Detailed statistics showing the imports and the exports of tobacco in the commerce of the United States have been worked out for the period 1899 to 1909. Imports of unmanufactured tobacco have increased from eleven and three-quarter million dollars in 1899 to twenty-six million in 1909; and of manufactured tobacco, from two and one-third million to four million dollars. Wrapper tobacco comes chiefly from Netherlands, though grown presumably in her East Indian possessions; other raw tobacco comes most largely from Cuba, and in smaller amounts from Turkey and Germany; our imported cigars come almost exclusively from Cuba. Exports of tobacco and manufactures thereof from the United States have increased from thirty-five million dollars in 1899 to forty-one million in 1909, the unmanufactured article going principally to the United Kingdom, Germany, Italy, France, and other European countries, Australasia and Canada; American cigarettes chiefly to India and China, and plug tobacco mostly to British Australasia, Great Britain and Canada.

The tobacco crop of the United States in 1908 was seven hundred and eighteen million pounds, valued at seventy-four million dollars; the value of domestic manufactures, according to the census of 1905, three hundred and thirty-one million; the revenue derived from domestic tobacco in 1908, fifty million, and the total duties collected on imported tobacco in the fiscal year 1909, twenty-three and one-quarter million.

Standard Oil and the American Tobacco Company.

A Washington press dispatch remarks that while the issues before the Supreme Court affecting the two big corporations, the Standard Oil Co. and the American Tobacco Co. are identical so far as relates to combinations in restraint of Interstate trade and commerce, yet there is a difference not generally known of.

The Standard Oil Co. is charged with violating the Sherman law alone; the American Tobacco Co. and its collaterals are charged with offending also the Wilson Tariff Act of 1894, which extended the application of the Inter-state law to any conspiracy in restraint of trade, one party to which was an importer.

Of course, the Wilson Tariff Act has long been defunct, but it would seem as though the American Tobacco Co. was still amenable for violation of the section we have cited, the company being importers at the time of their organization.

To all of these and to similar charges the American Tobacco Co. asserts most positively that they are and have acted strictly within the protection of the law.

Undoubtedly the final decision will be watched with the greatest possible interest.

Down at Mobile, Ala., a meeting of the Sumatra Tobacco Co. the other day showed some interesting facts. The idea has been to demonstrate that fine wrapper tobacco could be produced in that locality. This was done in 1908 with entire success. The crop in 1909 was less because of the wet season, but the output was exceedingly fine.

W. J. Hess, of Page, Wash., has started a cob pack factory and intends every farmer in Franklin County shall dump corn cobs at his door. But that isn't all. Hess will make cigarette and cigar holders and pipe stems, too, from corn cobs. This will make things start off sweet, anyhow, whatever the nicotine may do afterwards.

The cigar factory of Theodore Doer, 1230 Main street, Hartford, was gutted by fire, Feb. 16th.

Good Business in Milwaukee.

Auto Show Attracts Visitors—New Brands Introduced—Wholesale House Enlarging—Leaf Market Dull.

MILWAUKEE, FEBRUARY 25.

THE Automobile Show opened last night and from appearances will be a success. Many visitors are here from up the State, and more are arriving daily.

Business with the local retailers and jobbers continues good and collections are improving.

Steve Surman & Co. are holding their own, and are now boosting Baled Havanas and the John Ashe with a neat window display.

Fay Lewis & Bro. Co. report a good business at all stores. A new brand has made its appearance at the three local stores of this firm and attractive window displays are helping its sale. It is named after Mr. Aug. Uhlein's famous trotter, "The Harvester." B. Ferdandez & Bro., are the makers and the Fay Lewis firm are distributors. It has been placed in all the leading drug stores, cafes and stands about town and is proving quite popular.

Mr. Harry Lewis, vice president of the company, has returned from a three weeks' trip through the South. C. L. Templeton has returned from his wedding tour, and the happy groom's desk was properly decorated upon his returning. Jesse Trump has resigned as clerk at the Fifth street store.

Leo Abraham & Co. are doing a good business. All stores are featuring the Herr Director, which is being sold at five cents and is receiving considerable advertising. A pipe sale is still in progress at the Caswell block store. Mr. James Shaw, popular clerk at this store, recently visited the old folks at home in Indiana, and while there made arrangements to take charge of the Claypool Hotel stand of Louis G. Deschler Co. While his departure is regretted, his many friends are congratulating him upon his good fortune.

McGuire continues to do a good business. The Cubeena has the place of honor in the window this week. Meister also reports a nice trade.

Allanson has been featuring the Corto Plazo cigar and reports good sales on this and his many other popular lines.

Fred Crombie, the Chamber of Commerce cigarist, reports a good business. His trade is mostly regular patrons and he does a very good business, the Webster and Merriam goods being among the leaders.

Business with the drug trade has been quite good. Spiegel's will shortly enlarge the cigar department. Dadd's have given the honor place to the Fay Lewis Limit, while the Wright Drug Co. are featuring the Robert Burns.

A. C. Brenekle, the State street cigarist, has appropriate decorations for the auto show which is being held in the auditorium opposite his store.

Roundy, Peckham & Dexter Co., wholesale groceries, cigars, etc., will shortly commence the erection of a new addition to their establishment.

J. H. Stace, formerly with Arocena & King, has resigned to accept a position with Leo Abraham & Co., at 83 Wisconsin street.

Among the visitors this week were Mr. Logan, with the Cayay-Caguas Tobacco Co. Mr. Abrahams, in the interests of the Iroquois Club Cigar. Mr. Clinton Cherrier, formerly of the Pfister, now located in Chicago, also visited his local friends.

At Madison, Wis., P. L. Lynch has discontinued the cigar business and P. Memmes has opened a wholesale store. At Fon du Lac, Wis., the Butler Cigar Co., who recently opened a store, were succeeded by the Reeves Dana Cigar Co., incorporated with a capital of $5000 by John Reeves, Paul Dana and C. A. Kennedy. Paul Kuelsch, at Racine, Wis., sold his manufacturing business to Adam Schmidt. Frank Youngblood has opened a cigar factory at Monroe, Wis., and Max Eckes a manufacturing business at Chilton. Arthur C. Boese recently acquired a retail store at Green Bay, Wis., and William S. Kelly is installing a thoroughly modern store in the Galloway Hotel Lobby at Eau Claire, Wis. The fixtures will be of quarter sawed oak.

George Rumril, the well-known Janesville, Wis., leaf tobacco dealer, is slowly recovering from an attack of pneumonia. C. F. Mabbett, of Edgerton, has been confined for several days, but is recovering rapidly.

C. W. Wobbe, of Rose & Wobbe, New York dealers, spent a few days in the Edgerton market last week, departing for the East with N. Gillen and H. Sachs.

Thr old leaf market continues sluggish, but a small amount of business on small orders being done. N. Gillen added 200 cases to his purchases before leaving. There is a small amount of buying of last season's crop going on quietly, but mostly at prices below the general average. The large operators are busy receiving the crop and warehouse work is progressing rapidly.

New Enterprises in Cincinnati.

Singleton Joins Klein Forces—City Officials After Fake Firms—Bozman Progresses in New Store.

CINCINNATI, FEBRUARY, 24.

PLANS of the United Cigar Stores Company to secure the southwest corner of Fifth and Vine streets in the Carew Building, which has been contemplated for the past year, are about to materialize. The Oscamp Jewelry Company, which has occupied the location, has moved out and Louis Biel arrived in the city yesterday to arrange for the lease of the property. The United has been operating a store adjoining the corner, but this will be abandoned in order to take advantage of the better opportunities offered at the corner, which is calculated to be one of the best in the city. The annual rental of the store is said to be $15,000.

Mayor Schwab has been called upon by local cigar men to investigate the workings of a fake cigar firm advertising for agents in the local papers as operating out of Cincinnati, Toledo, Cleveland and St. Louis. Salaries offered to salesmen in the advertisements are $100 per month and upward. Samples are sent out by express consisting of goods from the Ninth Pennsylvania District and worth about $4. The prospective salesmen, who are mostly from the rural districts, are made to give a guarantee of $12 for the stuff. A number of victims in Cincinnati have also made complaints.

The friends of E. R. Singleton were much surprised several days ago over the report that he had resigned from Cuesta Rey & Company and Gonzales, Sanches & Company and will take the road for E. R. Kline & Company. Mr. Singleton is now on a trip through the Northwest and will not return for a week or two.

W. W. Bozman, who has recently opened a new store in the Traction Building, is expecting a large importation from Havana this week. When the shipment arrives the new factory, which is to be operated in connection with the store, will be opened. Joseph Fernandez, a Cuban, will be the superintendent and a force of Spanish workmen will be employed. This is an innovation in the cigar industry in Cincinnati.

Nathaniel J Rice has notified many of his friends in the cigar trade here that he has taken the United States agency for

Fernandez, Medina & Company, of Havana, and will visit Cincinnati in the near future.

Henry Deisel, of the Deisel-Wemmer Company, of Lima, O., was in town last week and held a conference with his distributor, Charles N. Krohn.

J. H. Lucke, the stogie man, has gone to Chicago, where he expects to place the agency for his stogie with Best & Russel. Agencies for this stogie will also be opened in Pittsburgh, New Orleans and Atlanta.

Among the salesmen in town the past fortnight were W. A. Lennox, of Manrara Bros.; Victor Lopez, of Balbin Bros.; P. F. Nagel, of F. A. Goetz & Bros. Co.; Mose Greenebaum, of Calero & Company; Milt. Hellman, of Menendez Bros. & Verplank; Henry Hillbronner, of Hillbronner & Jacobs.

Gersen J. Brown, of the J. & B. Moos Company, is on a trip through Northern, Ohio.

Phil. Frieder, of S. Frieder's Sons Co., left Sunday night for Chicago and the Northwest.

W. F. Orth is in Cincinnati introducing the new cigarette of S. Anargyros, named "Egyptienne Luxury." H. R. Burgess is doing some specialty work with Egyptian Deities.

Jacob Levi, well-known to the loca cigar trade, has recently resigned as manager of the Hotel Honing.

A number of men representing the larger cigarette houses have been in Cincinnati and about the State working for their interests against the anti-cigarette bill, which is shortly to be proposed before the Legislature in Columbus.

Vice President Preston Herbert, of the Havana-American Company, with Manager Francisco Arango, of the Tampa factories, spent several days in the city. Mr. Arango is making a tour of the country with Mr. Herbert to get in touch with new trade.

Spector Bros., owners of the Imperial Cigar Company, of Chicago, are about to open a branch factory in this city. A deal was closed last week by which this firm, through J. Spector, leased a floor at 225 and 227 West Fourth street for an indefinite period. The rental is $1200 per year. Before he left for Chicago Mr. Spector stated that the factory will be started within the coming month with a working force of 200 hands.

The Flavoring of Tobacco.

LITTLE ROCK, ARK., February 18.

Editors, THE TOBACCO WORLD:

As the result of a discussion between two tobacco men overheard recently, and being myself a heavy consumer of the weed, I am prompted to present to you some views on the subject of tobacco flavoring.

While I have no desire to pose as a competent critic, I offer it in the hope that it may prove suggestive, as a contribution to the columns of your breezy publication.

Do we note sufficiently how susceptible the tobacco leaf is to delicate flavorings?

Tobacco needs no dope! It possesses to an ample degree the qualities of a narcotic. Of itself alone it is comforting, refreshing and helpful when properly used! Nevertheless, tobacco generally has a great affinity for and some varieties a positive need of delicate and harmless flavorings. This means that some tobaccos in their crude state are repellant to the human taste. Whether for smoking or chewing, such leaves need the aid and adjunctiv help of scientific flavoring.

Our use of the word "flavor" is meant to be broad. To a vast number of consumers the use of saccharine materials, which is to say molasses, syrup, sugar, licorice and sundry other sweets concealed under different names, is quite the "flavor" that they desire. They like tobacco made sweet, whether for chewing or smoking. There's a reason. The craving for sweets is elemental; so also is the craving for the stimulation and solace which is found in tobacco. Thus it is that when combined certain sweetstuffs and certain tobaccos afford a jolly alliance which goes right home to the spot. Hence the quid of the jolly tar; the pipe and plug of the soldier on the march; the "after-dinner" of the rich, the siesta of all who manage to quit work and take a smoke. The flavor in all this has made the tobacco acceptable to the tongue; to deprive the user of this solace would be cruelty unspeakable.

THE MYSTERY AND MINISTRY OF A GOOD FLAVOR.

Of course, we are only hinting at the subject of tobacco flavoring proper, i. e., flavorings other than mere sweets. Not a few of them are secrets. No curer is apt to reveal that which imparts delicacy, zest and purity of taste to his tobacco. It is the "superior flavor" which sells it and enables the maker often to get 100 per cent to 200 per cent. more for his weed than his neighbor.

There are probably many brands of "Log Cabin" chewing tobacco sold now, but we recalled the tobacco sold under this name some twenty-five years ago, which took a wonderful hold South on the fraternity of tobacco chewers. The flavoring was rich and fruity; so delicate indeed that one forgot that he was chewing tobacco. It suggested dates, or figs, and perhaps they possibly played a small part in its treatment.

Undoubtedly the Gravely output is handled by artists in this line. Little is done to rob this famous leaf of its natural pungency and aroma, but there is a bewitching flavor injected into it which enables the makers to get the highest price in the market. Not every man can chew it, but he who can wants nothing else. The writer has chewn from boyhood and feels awfully wise. He speaks by the card.

Drummond's Natural Leaf is a plug tobacco which is called for in every important shop. It is a bright, cleanly looking tobacco and suggests growth in the open field with bright sunshine to bring out its virtues. The taste suggests a bath in sugar syrup, and yet it is not too sweet.

Our wonder has been that more plug tobacco makers have not striven for a bright golden chewing tobacco from clean leaves, freed of all excrescences and artistically flavored and golden all through. There are probably not ten chewing brands in the market to-day which would respond to this description.

There is an old saw which is, "Season it, madam," and is applied to cooking. As to Virginia tobacco we would say, "Flavor it, Colonel, and see that the flavor is right."

Done right it will remind you of the "chew" which followed the flask in the trenches before Petersburg.

(NOTE.—While we cannot concur with our correspondent in every particular, we believe that he expresses some thoughts that are worth careful perusal, and therefore present it for what it may be worth.—EDITORS.)

New Cigar Plant at Charleston, S. C.

A new company styled the Follin-Wingo Co. has been chartered at Charleston, S. C., to make Porto Rican and clear Havana cigars and cigaros. The factory will be at East Bay and Vernon streets and cigar rolling will start at once. Messrs. Follin and Wingo have been long in the tobacco trade and are highly esteemed.

Bifkins says that he can't make his wife quit smoking, but that she can make him smoke and does so two or three times a day, but there is no tobacco in the transaction.

High Cost of Living Hits Reading.

One Cigar Manufacturer Blames it for Curtailment of Business.

READING, PA., Feb. 26th.

THERE is a general complaint among cigar manufacturers here of dull business. One of the larger establishments, which is generally among the busier ones, has experienced an exceptionally dull period. Visiting leaf tobacco salesmen, like cigar manufacturers, also complain that manufacturers are not willing to make any purchases at present.

On the other hand, a local leaf house reports good sales lately, even announcing that certain manufacturers who were heretofore buying only in single case lots are now taking 3, 5 and even as much as 10 cases of certain types of leaf.

In endeavoring to get at the causes of the situation a well-known house here advanced the theory that much of the trouble was no doubt due to the anti-saloon crusade, and that the increase in the cost of living had also much to do with necessary curtailment of spending money, and that consequently fewer cigars were being bought.

C. U. Gery has purchased the retail cigar business at Seventh and Franklin streets of John U. Fehr & Son, and will do a manufacturing and retail business. Mr. Gery came to Reading from East Greenville, where he had for many years been connected with cigar factories and is a thoroughly practical man in the manufacturing business.

John N. Fehr & Son have removed their offices to 639 Franklin street to give possession to Mr. Gery of their former premises at Seventh and Franklin.

John G. Spatz, of J. G. Spatz & Co., returned this week from an extended business trip through the West and Southwest. His visit this time was of more than ordinary length because he covered a greater area of territory than usual. It is announced that he has again met with his usual good success during his stay.

Henry Heymann's Sons are running along nicely. While 1909 was their banner year, they have every expectation of eclipsing it during 1910.

George W. Lehr is now on a short trip among his old customers. His prospects are brighter than for some time past of now establishing a new record. Perceptible gains have thus far been made over last year.

The closing of the cigar box plant formerly in operation at Sinking Spring has brought considerable work to several of the box factories in Reading, consequently box manufacturers report a good business, even at the present time.

Both Charles and Daniel A. Fleck, of the Fleck Cigar Company, are at present on the road. The latter is covering Western trade and the senior of the firm has been covering Eastern Pennsylvania.

I. M. Jacoby, of Meyer & Mendelsohn, New York, has been circulating in the trade here recently.

C. R. Wagner, of L. C. Wagner & Co., New York, importers of cigar labels, bands, etc., has just made his initial visit to Reading. He was well received here and succeeded in opening a number of desirable new accounts for high-class goods.

Charles M. Yetter & Co., Inc., have lately received some encouraging orders from the West, and prospects for better business are constantly growing brighter. A new brand of goods will soon be introduced by them.

The Old Honesty Cigar Box Company is among the busiest industries in town. In fact, they report an exceptional run of business.

Frank Gauter is among the more fortunate manufacturers in recently booking orders for large quantities of goods for future delivery. This factory, which was established in 1876, was never before more prosperous.

E. B. STONER

E. B. Stoner, Gaining Prominence as a Tobacco Manufacturer at Hellam, Pa.

THERE are several establishments in York County, Pa., which have been notably successful as manufacturers of chewing and smoking tobacco. It is not always from the largest places that the most successful operations are launched, but in innumerable instances, the real start of successful manufacturers was obtained in a beginning that was made in a smaller place. We have such an illustration in the establishment of E. B. Stoner, of Hellam, York County, Pa., who only a couple of years ago commenced the manufacture of chewing and smoking tobacco in his home town and on a small scale. Evidently he knew perfectly well what he was trying to do for success appears to have been with him from the start.

Considerable time was, of course, consumed in determining upon just the right blends, and then the right equipment for profitable operations and both of those difficulties have been happily overcome, and Mr. Stoner is to-day in possession of a thoroughly equipped plant possessing thoroughly modern improvements, and well calculated for their particular purpose. From a sanitary point of view there is probably not a better equipped plant in the State, and the entire operations of the factory are under the constant and personal supervision of Mr. Stoner who has all his lifetime been engaged in the tobacco trade, beginning in his earlier years as a grower, he later engaged in the packing industry and followed that by manufacturing.

It is quite clear from these facts that he is especially well prepared for the rather difficult undertaking which he chose, and which he has succeeded in to a remarkable extent, and now has on the market selling well and repeating steadily in orders from his distributors several brands, among which are the "Silver Cup," "Lion," "Two Toms," Barker" and "Natural Smoke".

York Trade Seems Quiet.

Brighter Prospects for March-Leaf Buying at a Standstill.

YORK, PA., Feb. 28.

ALTHOUGH the figures of sale of cigar stamps during the month of February are not yet available at the Internal Revenue Office, there is every likelihood that there will be shown a vast falling off in the production of cigars during the month. Of course, February is an exceptionally short month and several holidays have also intervened, but there has been a dull business throughout the month which is bound to show up in the report of the sale of revenue stamps.

Leaf tobacco men all report that manufacturers are buying only sparingly just now, and they do not look for much improvement before the middle of March. Manufacturers say there are few orders coming in by mail, and that representatives now on the road are apparently not meeting with much encouragement.

Warren Beck & Bro., of this city, are having a good local demand for their "Billy Possum" brand, and besides the goods are beginning to bring in some duplicate orders from other territory in which they have been introduced. It is their intention of beginning at once a policy of greater exploitation, being satisfied that the quality of the goods is meeting the taste of the consuming public. This is a nickel proposition of a standard article, and the goods are being placed with jobbing houses throughout the country.

H. F. Kohler, of Nashville, has experienced but a very short interval of slack orders from his customers and who are among the largest distributing houses in the country. The salesmen representing this manufacturer are also said to be getting many repeat orders from their respective territories, and the two factories operated are being kept at work steadily.

T. D. Hene, of the Tedal Leaf Tobacco Co., recently returned from a business trip to New York. Mr. Hene also represents Haas Bros., of Cincinati, in the sale of Florida tobaccos.

H. F. Martin contemplates another business trip among his jobbers in the near future. The "Keen-Kutter" made by this factory has kept up remarkably well in sales notwithstanding a dull spell with most cigar manufacturers.

W. M. Siers, a well-known cigar broker of Altoona, has been circulating lately among the cigar manufacturers in this section. Mr. Siers has for twenty-six years represented certain factories in this vicinity and established an enviable record of sales for them, and which required practically their entire output.

J. A. Shuhart, a cigar broker of this city, who represents several York county factories, is now away on a trip. Even though business is dull, he reports some orders from his former customers and has succeeded in introducing several new lines of goods.

Aden Buser, a cigar box manufacturer at Longstown, a few miles out of York is in financial difficulties. His liabilities have been variously placed at from $15,000 to $23,000. Quite a number of local tradesmen and a number of New York firms are effected by this misfortune.

As a result of the closing down of the cigar box factory of Aden Buser at Longstown, box factories here are getting some new business, and in fact one factory reports that it is having about all the business it can handle with its present facilities.

R. M. Granat, of Robt. M. Granat & Co., is on an extended business trip and when last heard from he was in Chicago. The writer is informed that the trip thus far has been an encouragingly good one.

At East Prospect the industry seems to be fairly good if the statement made by cigar manufacturers can be taken as a criterion, and that is usually a very safe barometer. Additional hands we are told are being employed.

Buying of the new crops of tobacco has not been progressing very raipdly and farmers in the vicinity of the Druck Valley which produces some of the finest leaf grown in the county, still have much of their crops unsold and on hand.

A new cigar factory was started a few days ago by A. W. Kohler at Yoe. Operations were commenced in a small way, of course, but there are now a number of factories in that town which made an even less auspicious beginning, and Mr. Kohler has the best wishes of many friends.

Luther Case, a Connecticut tobacco man, was a visitor in Yoe recently as a guest of B. S. Taylor.

Trade at Dallastown is about as quiet as it is in other sections of the county, and several of the factories are closed down temporarily.

P. G. Shaw, at Dallastown, was opened recently after a shut-down of a considerable time.

W. H. Raab & Sons closed down before Washington's birthday and will not reopen until the first of March.

W. A. Lahr, of Red Lion, who has been suffering for some days from a very heavy cold, is now improving nicely and will no doubt be at his factory again as usual within a short time. Business is not very brisk, but if Mr. Lahr should just make up his mind to give it an extra impetus he is very likely to accomplish the undertaking. We are informed that he has some new ideas which he will introduce ere long.

After having made some good-sized purchases of Connecticut leaf, Mr. C. A. Rost, of the leaf firm of C. A. Rost & Co., at Red Lion, returned recently from the Nutmeg State.

J. K. Leaman, leaf tobacco packer and dealer of Lancaster, was a recent visitor among the manufacturers in York county.

Pennsylvania Growers in Washington.

A State Experimental Station Probable.

A COMMITTEE of Lancaster Co. (Pennsylvania) tobacco growers had a plain talk Feb. 10th with Dr. G. W. Powell, Acting Chief of the Bureau of Plant Industry in the Department of Agriculture. In the party were Dr. Wm. Frear, of the State Agricultural School; G. F. Hibshman, H. E. Reinhold and J. F. & J. S. Weaver. The question of filler tobacco was discussed with a view to the lifting of standards, the Government agreeing to assist the State in this work. It was not decided to experiment with new tobacco, but to adopt a system of crop rotation, that the soil may not run out.

This is an able and progressive move on the part of the Pennsylvania growers, and such is the interest felt in the matter by the Government that Dr. W. W. Garner, Chief Tobacco Investigator, will direct the inquiry and experiments.

A protest was also entered by the Pennsylvanians against the Philippine tariff law and to the Government stamp allowed on Philippine cigars.

No Moss Backs There.

Alexander, the nickel-smith, intends to keep busy around Lancaster. He is working just now in close contact with the S. R. Moss Cigar Co., who are devoting a big amount of space to their superior five-cent cigars. A TOBACCO WORLD representative has just inspected the conditions under which the company's "Peter Pan," "Chimo" and "Little Minister" five-cent cigars are made and consumers can feel sure of their purity and excellence. These cigars are of superior Sumatra wrappers and Havana fillers, thus ensuring a fragrant five-cent smoke and a good stiff profit for the retailer.

F. D. Grave, a New Haven cigar manufacturer, sailed for Havana, Feb. 19th, on a buying trip.

Lancaster and York Growers May Amalgamate.

Cigar Industry Duel—Notes of the Local Trade.

LANCASTER, PA., FEBRUARY 28.

THE Tobacco Growers of Lancaster County are in high glee over the prospect of the aid of the United States Government in developing the industry. This came about as a result of a visit of several of the more prominent Lancaster growers, in company with Professor William Freer, of the Pennsylvania State College, and who had a conference at Washington recently with Dr. G. H. Powell, Acting Chief of the Bureau of Plant Industry, and Dr. W. W. Garner, tobacco expert of the Agricultural Department.

It was the opinion of the department experts that the wisest course, promising the best practical results, would be to concentrate efforts on increasing the productivity of the lands and improving the present standard of plants. This is the first instance in many years that the National authorities have undertaken any experimental work in the assistance of the Pennsylvania tobacco grower.

The regular monthly meeting of the Lancaster County Tobacco Growers' Association was held on Monday week last at the Stephens House, this city, and several excellent papers were read. H. C. Reinhold, of East Petersburg, took as his topic "How Could the Lancaster County Tobacco Growers' Association Accomplish the Most Good for the Growers." Another paper, which was read by H. C. Richwine, of East Earle, treated on "Right Kind of Stock to Keep Up a Tobacco Farm."

The association decided to hold hereafter bi-monthly meetings and an invitation has been extended to York county growers to join with the Lancaster county farmers in the movement for the production of better crops. Advanced programs are being arranged by a program committee and announcement has been made that for the next meeting there would be presented a paper by J. Allus Herr, the president of the Association, on "What Kind of Fertilizer is Best Adapted to Tobacco," and another paper to be presented by John F. Weaver, of Kinzer's, on "What Would Be the Best Method to Follow in Selling Your Tobacco."

It is expected that this meeting will be a highly interesting one.

The cigar trade of Lancaster County seems to be generally quiet. With very few exceptions manufacturers are experiencing a dearth of orders and the December boom is now a thing of the past.

A suit was recently entered here in the Common Pleas Court against Charles J. Garman of Ephrata by Charles W. Soloman, trading as the De Florida Tobacco Co. of New York, alleging that there is $250 due him as the result of a tobacco transaction.

Mr. Manheimer of the Manheimer Cigar Co. left last week upon an extended trip and which will take nearly three months to complete. The itinerary covers practically every cigar distributing centre between Pittsburgh and the Pacific coast.

A. N. Wolf, manufacturer at Akron, left last week on an extended tour through the Middle West.

A fairly good business is reported by the S. R. Moss Cigar Co., of this city.

Isaac N. Rohrer, Jr., of East Lampeter township, has secured a patent on a baling press which is designed for baling tobacco. It is expected that it will soon be on the market.

George Snadon was re-elected mayor of Guthrie, Ky., recently. He is used to this, for he has been mayor ten years and seems to be solid with his neighbors. Mr. Snadon wore a helmet and shield in the main fight with the Tobacco Trust and was treasurer of the Planters' Protective Association.

J. KOSMINSKY
Resident at York, Pa., Representing S. Rossini & Son of New York

What is the Secret of Smoking Enjoyment?

Medical Men Try to Explain It But They Disagree.

ONE of the most baffling problems of which explanation has been attempted is that of the reason for the enjoyment derived from the use of tobacco. One of the many doctors who disagree on the subject declares that the nicotine has nothing to do with the fun of smoking.

"It seems doubtful," says he, "whether the nicotine ordinarily absorbed has any action whatever. Perhaps the local effects on the mouth, nose and throat play a larger part in the effects of tobacco than is generally recognized.

"A certain amount of rhythmic movement demanding an exertion seems in itself to have a soothing, pleasure-giving effect, for it is otherwise impossible to explain the satisfaction enjoyed by many in chewing tasteless objects such as gum or straws.

"A curious fact which goes to show that tobacco smoking is not carried on for the sake of the nicotine absorbed is that the pleasure derived from a pipe or cigar is abolished for many persons if the smoke is not seen, as when it is smoked in the dark."

But this view doesn't satisfy a writer in the *Dietetic and Hygienic Gazette*. That nicotine or some other contained substance has some effect upon the body everyone who has tried his first cigar has had indelibly impressed upon his consciousness.

The leaves of the Pituri plant, which is used by the natives of Australia in the same way as tobacco, contains a substance which is practically identical in its physiologic action with nicotine. "Except this plant," says the writer, "so far as we know no other material, even in this day of substitutions, has ever been successfully used instead of tobacco.

"No young man, as far as we are cognizant, ever became habituated to the smoking of hayseed or formed the corn silk habit for life or became a pennyroyal or cubeb fiend. All these articles of juvenile experience furnish abundant smoke wreaths and as much rhythmic movement as tobacco itself.

"Evidently there is something in the drug which appeals to the mind through its bodily effects, doubtless through some depressant action by which it partially closes the sensory approaches to the brain and allows it to dwell in less desturbed self-satisfaction.

"The very fact, however, that smoking in the dark gives less or no pleasure attests the vast effect which sensory accompaniments play and how sadly these are missed, while it rules out the importance of rhythmic activity which goes on as well in the dark as in the light.

"Dr. Cavanagh of London has recently stated the smoke theory of tobacco more elaborately in connection with the hygiene of the eyes. He says that the benefit claimed for tobacco would seem to depend upon the actual visual perception of the clouds of smoke which acts as a rhythmically recurring shield from harsher eye stimulation * * * it soothes by its own color as well as by cutting off the sensations, and he believes it rests the eyes further by relaxing accommodation.

"While this is all very ingenious, we doubt if the most extreme preacher of the most disastrous results of eye strain could agree that tobacco smoke affords much relief to this condition, much less that this is the ground for the formation and continuance of the smoking habit.

"To the mind of the writer there is one thing in connection with smoking which in addition to its probable influence in stupefying certain realms of the nervous system helps to explain the effects of the habit which is that it gives employment to a certain group of moter centres and in so doing drains off a superfluous amount, an overflow of nervous energy for which otherwise we have no convenient outlet.

"The act of smoking and of watching smoke affords an occupation for the mind which would otherwise be working upon itself or unraveling some troublesome problem. It is in giving the mind the recreation of mere cloud gazing instead of an immediate return to business cares or to the thinking about them that the after-dinner cigar produces its chief effect in promoting digestion and the normal progress of food matter through the body.

"It is doubtful whether any of the contained alkaloids of tobacco have in themselves much effect in this direction. At any rate, they have never, through all the centuries of drug experimentation been used directly for this purpose with any success."

Tobacco Growing in Turkey.

Effort to Enlarge Crops—Cultural Methods and Shipments.

Consul-General Ernest L. Harris, writing from Smyrna, gives the following particulars concerning the tobacco-growing industry in that part of Asia Minor:

Formerly the only tobacco cultivated in the vilayet or province of Aidin was that known as Magnesia tobacco, which was finely flavored, contained a good quantity of saltpeter, and caused no irritation to the throat. This tobacco was consumed throughout the vilayets of Aidin and Konia and its culture was important in the Casaz of Saroukhan. Since the establishment of the Regie (monopoly), planters, believing that the former was obliged to buy all the tobacco produced, started to grow the plant on a large scale, paying no attention to quality. This subsequently resulted in the substitution for Magnesia tobacco of that known as Ayassolouk (ancient Ephesus) tobacco, termed after the locality in which it was cultivated for the first time. The seed was taken from European Turkey and the crop obtained was very satisfactory. Ayassolouk tobacco can not be used alone; it must be mixed with other grades in the proportion of from 3 to 10. The best field gets exhausted in five or six years and it can not produce good Ayassolouk tobacco thereafter.

SOWING AND HARVESTING.

Seed is sown about the middle of December, and cultivation in the open fields takes place during the months of March and April. The plant requires rain, especially in April and May. Tobacco fields are divided into three large groups, the crops of which vary in quantity accordingly: On uplands, from 88 to 110 pounds per stremma (about a third of an acre); on low uplands, from 143 to 198 pounds; and from 220 to 551 and sometimes over 661 pounds on the plain. Harvesting takes place in July or September, according to the locality, starting from the lower leaves, which ripen first, and going gradually to the top of the plant, where the best tobacco is obtained. This work is done at dawn, after dew moistens the plant. The "dipia" and the "diposton," or lower leaves, are placed and packed together, while all the other various leaves are each placed separately. After the tobacco dries—when its leaves turn yellow—it is taken to storehouses, where it is more or less sorted and packed into small bales. This work is done generally in the interior of the country where labor is cheap.

Toward the months of June and July, when the tobacco is still standing in the fields, experts from the Regie examine and estimate the entire crop. When selling his tobacco the producer is required to inform the Regie where a current account is kept in order to check the quantity shipped. The keys of the stores are kept by employees of the Regie, and whenever the owner wants to ship merchandise he informs the latter, so that the tobacco may be weighed and a shipping permit received.

SIZE OF CROP AND PRICES.

The principal producing centers are Giaourkeui, Ayassolouk (ancient Ephesus), Coush-Adassi (Scala Nova), Gheronda, Ak-Keui, Melossos, Moughla, Ak-Hissar, Cara Aghania, Odemisch, Pirghi, Lighda, Thyra, Baindir, etc. A good annual crop amounts to about 5,660,000 pounds of tobacco. In 1902 the American Tobacco Company having bought tobacco at high prices, planters cultivated the plant on a large scale, and in 1903 th crop reached 25,000,000 pounds. During subsequent years, however, the crop again declined to its present annual yield.

PERUVIAN MONOPOLY GRANTED ON FOREIGN TOBACCO.

The American legation at Lima forwards a translated copy of the Peruvian Government announcement of December 13, 1909, granting a monopoly in foreign manufactured tobacco. The selling price is to be fixed by the Government in accord with the monopoly company. A further official announcement states that:

The National Tax Collecting Company, charged with the collection of the tobacco revenue, shall sell to manufacturers the tobacco it has deposited in warehouses at its cost price, according to class, with the following additional charges: (1) Native tobacco, 4 soles ($1.05) per kilo (2.2 pounds), net weight; (2) tobacco from Mexico, Central and South America, 5.8 soles ($2.82) per kilo, net weight. This resolution shall obtain in the Department of Loreto, as soon as the law for the expropriation of the tobacco factories has been given publication.

American Tobacco Company's Annual "Meet".

The annual meeting of the American Tobacco Company is due to be held March 9th. The activity of Uncle's Sam's big stick and the general eagerness to look into corporation matters on the part of individuals and governments are likely to give a nicotine tinge to the A. T. Co.'s discussions, as would be the case with any large corporation of similar ramifications.

Rothschild & Bros. are suing Louis Schneider, local saloonist, for $238 on a note. Schneider first declared he had already paid $300 more than he should on the note, and when the court mildly suggested "he wouldn't pay $300 he didn't owe," Louis jumped behind the liquor law to avoid payment. He said the note had been given him by the Waldorf-Astoria Cigar Company. The case was postponed to permit the filing of a new brief.

Box Association Meeting.

A CONVENTION of the Western Cigar Box Maker's Association was held at the Auditorium Hotel, Chicago, February 15th and 16th, and was well attended. Interesting reports were made by officials and a healthy progress of the association was shown. An invitation had been extended to Eastern cigar box makers to meet with the members of the Western association, but the invitation was not accepted to the extent that was hoped for.

There are many matters affecting the box industry that a closed social intercourse of the members of the industry would be very desirable, but it appears the Western association is about the only local organization of its kind, or rather in the box trade, that has held together and worked harmoniously for the best good of all concerned.

Questions of trade relations, trade ethics, transportation, insurance, credits and numerous other things are all matters that can be profitably discussed at such meetings, to the edification of all. Business was, of course, the first thought, but the many social features which had been provided for the visiting members also helped to produce practical results.

Semi-annual meetings have been the rule and these will be maintained.

The Lumber Situation.

Considering that February is usually somewhat of a quiet month the cigar box manufacturers here feel that trade has kept up encouragingly well. It can be attributed, however, largely to the facts that the larger manufacturers of this city have been kept moderately busy. Prices on lumber appear to be advancing, although no material change in the prices of the finished boxes have yet been made to the cigar trade. The possibility of such an action becoming absolutely necessary is causing some little dissatisfaction in the box trade and if the demand for boxes should increase and lumber prices continue to stiffen the cigar box manufacturers will probably find their only salvation in an advance of prices.

Manufacturers' Report.

Reports from cigar box manufacturers are almost unanimous to the effect that trade during the month of February was somewhat below late averages. It was a short month at any rate and in several States several legal holidays also intervened which has reduced the actual number of business days to a minimum. It would be unfair, however, to intimate that the box men are discouraged for, in common with cigar manufacturers, they feel that there will be a noticeable revival in the cigar trade during the present year, and in which they must of necessity participate to a considerable extent.

PHILADELPHIA.

Jerome H. Sheip, formerly connected with Sheip & Vandegrift, Philadelphia, has taken an office in the Land Title Building at Broad and Chestnut streets and will engage extensively in the lumber business, and it is quite likely that he will make cigar box lumber a specialty. He has an acquaintance with the cigar box trade throughout the entire country and we believe that he has reason to feel hopeful of building up an extensive following from among them.

The H. H. Sheip Mfg. Co. report that business is now coming in fairly good shape and that the dull spell which they noticed immediately after New Year seems to be broken. This house is confident that within a short time business will take a decided turn for the better. They also declare that in view of the steady advance in the price of lumber it is becoming absolutely necessary to get more money for the manufactured product. No attempt has yet been made to raise the price, but they expect that a general movement in that direction is bound to come before long.

Sheip & Vandegrift, Inc., state that they have experienced a good healthy business during February with an actual increase in the demand in several departments of their business. There is evidence that is still much encouragement for the situation and are satisfied that a general improvement will be noticeable within the next few weeks. They have had a good business not only in their cigar box department, and in the cigar box lumber department they say that they have been actually busy. Lumber has been advancing steadily, they say, and that it is only a question of time until they have to ask higher prices for boxes. They say it will be absolutely impossible to make boxes at the prices obtained for them during last year, if the present price of lumber prevails. In fact, they figure it out that the box manufacturer will soon have no alternative and that he will have to obtain more money for his goods or he will eventually be forced out by actual losses.

NEW YORK.

A novel package is being offered the trade by The Chas. Stutz Co. and is called the pyrographic cigar box. It is produced in a burnt wood affect and invented and patented by Mr. Chas. Stutz of that firm. By the use of this box no lithographic work is required, no paper used except for inside lining. Th corners are either dove-tailed or nailed just as required. In appearance it is certainly a handsome package and it doubtless will prove quite an innovation in the box trade.

CINCINNATI.

Recent strikes among cigar manufacturers in Cincinnati has naturally had the effect of interfering with business of the boxmakers to some extent. But trade has been somewaht better during the past couple of weeks, as the strike difficulty is about nearing a solution.

The Bastian Cigar Box Co. has completed its removal to 223 West Liberty street and operations in the new premises have been in progress for the past four weeks. The house reports that the installation of some new nailing and sawing machines they will have as complete a plant as they could hope for. They are well equipped with a goodly supply of lumber to last them for some months to come, and regard the present outlook as very favorable to them.

H. S. SOUDER
Prominent Cigar Box Manufacturer at Souderton, Pa.

The Geise Cigar Box Co. has been kept moderately busy, and they take the general improvement in business conditions as a fair indication that the cigar box makers can also expect a reasonable gain in the volume of business which they may do. The recent Cincinnati strike did not reflect any particular adverse effects in their business.

The Aman & Sandman Co. have recently been giving considerable attention to the development of a larger business in the making of packing boxes, and from all accounts they have succeeded encouragingly well, with a number of new customers on their books. They announce that they find that cedar is still a mighty scarce article and they do not expect any perceptible reduction in the price of lumber for some time to come, although they anticipate the arrival of a considerable quantity of cedar logs in New York this spring.

DETROIT.

With a steady business among cigar manufacturers both in this city and throughout the State the demand for cigar boxes has also shown a steady improvement during this month. The present trade conditions are all the more pleasing because of the fact that they are regular and box makers can continue box making upon a regular scale of time. Overwork is not regarded as profitable business in the box industry, consequently a steady demand for boxes is decidedly more preferable than so many rush orders all coming in in a heap.

A Boston man who lost $1500 on the street rewarded the boy who found it with a stogie. Query: How much money would the man have to lose in order to make him part with an Havana cigar?

CLEVELAND.

The first two months of business for 1910 have been upon the whole rather satisfactory to the box makers here. Orders have reached the box manufacturers steadily and some have been of considerable size. Factories are all reported to be running on full time and the usual forces of employees are finding steady work. The lumber market does not show much change and while quotations are firm a sufficient supply has been so far obtainable.

INDIANAPOLIS.

The box manufacturing firm of Brinker & Habaney report that their business was much better during February than it was during the first month of the year. They even say that their machines are now practically all busy and that the present outlook is quite promising. Orders are being received daily from both local and out-of-town cigar box factories.

Bottom Facts About Burley.

Tobacco Sold and on Hand.

The *Louisville Courier-Journal* of February 18th has the following official facts concerning Burley transactions:

"When shown the statement published in a Cincinnati paper this morning that more Burley tobacco of the crop of 1909 had already been sold on the open markets than the Burley Tobacco Company claimed to have in its pool, Miss Alice Lloyd, head of the publicity bureau of the company, made the following statement:

"'This is not borne out by the figures. The society has in the pool 120,000,000 pounds out of an estimated crop of 196,000,000 pounds. The latest reports show that the following amounts of Burley tobacco have been sold so far on the chief markets:

"'Louisville, 27,000,000 pounds.

"'Lexington, 19,000,000 pounds.

"'(Including 1,500,000 pounds resold.)

"'Mt. Sterling, 15,000,000; Cincinnati, 3,000,000. This is a total of 62,500,000 pounds, with possibly 8,000,000 or 10,000,000 from all other places. So you will see that the statement that the bulk of the Burley crop has been sold outside the pool is ridiculous.'"

Ninth District Production During 1909.

According to inventories filed in the Internal Revenue Department the production during the year of 1909 in the Ninth District of Pennsylvania amounted to 310,213,720 cigars and 288,552 pounds of chewing and smoking tobacco. The revenue realized by the Government during that year on cigars amounted to $930,641.16 and the revenue on tobacco amounted to $17,313.15. The aggregated production of cigars required over 31,000 shipping cases, and inasmuch as a large proportion of the cigar output in now put up in twentieth packages, it it fair to estimate that there were required 6,204,270 cigar boxes.

An average of twenty pounds of tobacco may be calculated to every thousand cigars, therefore, there was a consumption in this production of goods of 6,204,275 pounds of leaf tobacco. In that district there were also manufactured 241,300 cigarettes.

Live News From Pacific Coast.

Manila Product Injures Domestic Cigar Sales—No Slot Machines Yet—Trade Visitors Come and Go—Local Trade Jottings.

SAN FRANCISCO, Feb. 19.

WHILE a further improvement is noted in the Pacific Coast cigar business as a whole, the local trade is not altogether satisfactory, and there are some discouraging features elsewhere. San Francisco retailers report business comparatively quiet, and while the jobbers are inclined to appear cheerful it is obvious that their sales are not as large as they had expected. The retailers here are disappointed over the failure to secure certain concessions which they were confident would be granted, such as that of operating slot machines, while in the north, where local jobbers formerly had a large following among the saloons, the "dry" movement has greatly curtailed the volume of business. The Manila cigar business is also responsible for a material falling off in sales of domestic cigars, though this was not noticed very much until recently. At first all the jobbers had hopes of a profitable importing business, but in the final show-down there are only two or three independent jobbers or brokers who are able to get many of the Manilas direct, the others having to depend upon the firms who first secured a foothold in the Islands.

Owing to a dispute over the proper valuation of Manila goods, a large lot of both cigars and cigarettes was held for some time in the local custom house, but the matter has been adjusted, the Government holding that the valuation on which internal revenue tax is based should be the wholesale price in the United States. The goods have accordingly been released on payment of the additional charges by the local consignees.

Some of the Manila importers are complaining about the exorbitant prices charged for the goods by certain jobbers and retailers, who they say will injure the market if they persist in the attempt to make abnormal profits. The local retailers are now practically compelled to reduce their prices to meet the competition of the United Cigar Stores, and it is understood that unless the jobbers follow suit some of the importers will distribute their price lists among the retail trade.

W. H. Wolf, of Castle Bros., Wolf & Sons, has been doing good work for Manila cigars in the East. He has disposed of all that could be spared for the Eastern trade out of the last shipment, and is still in the East, where it is expected he will make permanent arrangements for the disposal of all that can be secured beyond the requirements of the local trade.

Edw. Wolf, of the Edw. Wolf Company, is also staying in the East longer than he expected, and will not return before the end of the month. He is having great success with his Manila lines, for which he expects to establish a regular market before returning. He sold off a million and a half cigars which were sent to New York in advance, and since then has had several additional consignments forwarded out of the stock held here.

E. M. Elam is also in New York in the interest of Manila goods. He has established a firm in Manila under the name of E. M. Elam & Co., and appears to be devoting most of his attention to this line at present, though as far as known he still acts as representative of I. Lewis & Co. in the Coast territory.

Gabe M. Cohn, of the American-Manila Cigar Company, returned recently from the North, where he disposed of a large stock of Manila goods.

Arthur Bachman, president of S. Bachman & Co., has just returned from an extended trip in the East. He is preparing a new campaign on the "Pennant" cigar, the company's principal 5-cent line, and will soon have a new size of this brand in stock.

B. W. McIntosh, Coast agent for the R. A. Patterson Tobacco Company, returned early this month from a visit to Richmond, Va., and is introducing some new brands.

Among the Eastern cigar men who have called on the local trade within the last few days are P. Meyer, of the Cortez Cigar Company's factory, and A. Santaellas, manufacturer of the "Optimo," one of the most popular lines on the Coast.

J. C. Wood, representing Berriman Bros., has gone to Los Angeles after a stay of several weeks in San Francisco.

Horn & Co. suffered little delay on account of their fire of two weeks ago. They reopened a few days later in a temporary place at Drum and Sacramento streets, where they will remain until the building is repaired. There is apparently some difficulty in adjusting the insurance. The stock was fully insured, but the insurance men will allow only about $13,000 damage, while the company claims injury greatly in excess of that amount.

Leo M. Lehmann, Coast representative of the El Provedo factory, is now with the trade in Southern California.

I. Danziger, Coast representative of Wertheimer Bros., is calling on his customers in the North, in company with Sam Wertheimer, of the factory. Mr. Wertheimer will leave for the East, however, in a few days, leaving Mr. Danziger to complete the trip alone.

D. H. Moulsdale, representing Sanchez & Haya, is expected shortly on a visit to Tillman & Bendel, the local jobbing agents.

J. A. Pastene, of the Manila Cigar Company, left last week for Manila, where he expects to remain for some time.

E. Judell, of H. L. Judell & Co., distributors of the Elisardo Havana cigar and the La Union Manila line, is making another trip through Oregon.

Lex Ehrman, of the large local house of Ehrman Bros. & Co., has returned from a trip East.

A. Strauss, of Celestino, Vega & Co., is visiting H. Rinaldo & Co., the local distributors of the La Venga brand.

G. W. Whitaker, manager of the John Bollman Company, is taking a vacation at Honolulu.

J. C. Leary, an old-time retailer of this city, has bought out the business conducted since the fire at Fillmore and Sutter streets by S. E. Holmes.

Kasser Bros., who conduct a number of cigar stores here, have arranged to take quarters in a new building now under construction on Market street between Powell and Stockton, which they will occupy as soon as possible.

H. Bohls, of H. Bohls & Co., local smoking tobacco and cigarette manufacturers, has just recovered from a severe illness.

Frank Bishop, of W. M. Gemmill & Co., Pennsylvania cigar manufacturers, has been in San Francisco for the last week.

Not All Heaven in the Blue Grass.

Quite a picturesque sight, for a stranger at least, is a Kentucky tobacco bed stretching hundreds of feet on level ground, with clean streets for getting through them. Yet there is often little profit either to tenant or landlord in a Kentucky tobacco bed. An average yield in the Blue Grass region, says an exchange, is about 1200 pounds per acre, which, sold at even 8 cents a pound, gives little profit at harvest time. The tremendous tax laid by the Government, the tax on fertility of soil and the expense attached to the immense barns, some of these being 24x60x200 feet, is very great. A Pittsburgh critic who has been down there says the morals of the tenantry is decadent and that there is no interest in live stock. These backsets, coupled with the iron rule of the trust and the bloody hand of the night rider as opposing forces, throws a melancholy shadow over some sections of the Blue Grass tobacco region.

New York.

NEW YORK CITY.

There is still very little improvement to report in the leaf tobacco market. Houses having really satisfactory business are very exceptional, although some fair-sized orders have been received from road men. The lethargic condition among cigar manufacturers in several of the more important cigar-producing States appears to be reflected more plainly now than for several weeks past the desultory condition of trade. It seems that the manufacturers are not buying goods in any particular quantity for future consummation, but only in such quantities as they may feel need of for early use. Prices have receded somewhat in several of the growing States, but little activity is reported and apparently the buying movement is at present at a standstill.

Much attention is now being given to the rapidly approaching sales of new Sumatra tobaccos and quite a contingency is about due to arrive at Amsterdam.

The Havana market has ben quiet and such purchases as have been made were apparently prompted by the need of goods for immediate use. Prices are, however, firm.

Pennsylvania.

PHILADELPHIA.

Notwithstanding the general dullness in the cigar industry several old local leaf houses have reported transactions of more than ordinary volume, but the instances have not been numerous. It is intimated that some slight concessions have been made in prices, and the more active sales are attributed to be due, in a measure, to this fact.

In the Havana market conditions are regarded as nearly normal and some activity is noted in the demand for the finest types of leaf at prices that are being well maintained.

Sumatra has been moving in moderate quantities and the volume of trading in this type of leaf has been about as large as could be reasonably expected at this time of the year, for attention is naturally largely directed to the forthcoming nw goods in Holland.

LANCASTER.

Quite a slump has occurred in the prices being paid for the new crops in this vicinity, although it was reported a couple of weeks ago that a considerable portion of the crops has been taken. There are very few packers here who will admit that there have been extensive purchases and the concensus of opinion is that much tobacco has been actually taken and that was the general belief at that time. The indications that farmers are now inclined to accept what the leaf packers regard a more agreeable price for the new crops may result in renewed activity among buyers, most of whom had withdrawn from the field. When it was ascertained that the more important factors in the buying movement were not taking the crops at the higher figures, the farmers promptly began to intimate their inclination to moderate their demand, and it may prove to have been their salvation. It is pretty generally admitted by them that it would not have been the most profitable thing for them to pack their own tobacco if they did not succeed in getting the prices that they were holding out for. It is seldom that a farm packing will command quite as much money as when it passes through the hands of a regular packing house for the simple reason that goods are usually somewhat better handled by the packers whose facilities both for packing and marketing are, of course, superior to those possessed by the farmers.

The market for old goods has remained very quiet, and only small transactions have been consummated, but the market is pretty well depleted of old stock, and what remains in the packers' hands is certainly not causing them any alarm.

YORK.

With the exception of a few tobacco salesmen who report satisfactory leaf business, local leaf dealers are not so elated with the present prospects among cigar manufacturers of a large and immediate increase in business. The fact that a number of factories are closing temporarily and others stocking up goods, is certainly not conducive to the belief that trade conditions are really wholesome. There is some little buying of the new crops, but prices have been somewhat lower and the goods are being taken over slowly.

New England.

HARTFORD.

Nearly all the local packing houses are engaged in handling the new crops, which are being taken at the various warehouses as rapidly as facilities will permit. It is stated that rather slow progress is being made at some of the warehouses and that this is owing to the fact that tobaccos which are being delivered are not up to their standard, and that consequently packers are not really eager to accept certain crops. In other words, the intimation is that some buyers are trying to evade their contract, and the ultimate result may not be altogether pleasing to everyone.

HADLEY, MASS.

It appears that a number of tobacco farmers in this vicinity made contracts early last fall for the sale of their tobacco at what they thought were very elegant prices. They did not then realize that a boom was on, hence their astonishment was all the greater when recently they discovered that they really had their tobacco on hand and were obliged to resell it. New purchasers, however, have now been found, but the loss to the farmers represented by the difference between what they had expected to receive and what they will now actually receive amounts to a considerable sum of money.

NORTH HATFIELD, MASS.

It is stated here the first lot of tobacco is about ready to be taken from the sweat room and that enough is on hand to refill them again as soon as they shall have been emptied. Tobacco is now about all off the poles, and in this section it is reported to have been pretty well taken up, with the exception of a few lots which are said to be held at rather fancy figures. Prices offered at present are not so high as they were when the buying season was commenced; in fact as low as 9 cents a pound is being offered, and accepted, too, by some farmers.

WEST HATFIELD, MASS.

The moderate weather we have lately had has been most favorable to the work of packing and stripping the new crops. Prices at present are a little below those of earlier sales, and at nearly all the warehouses there are busy forces at work.

Wisconsin.

EDGERTON.

Not only has the buying movement quieted down perceptibly, but prices now being offered are somewhat below the general average. This means that there have been some rejections of early purchases, and the movement of leaf is not at all of an encouraging nature. The market in old goods also shows very little activity and the volume of business that is being done is made up almost wholly of small transactions, several hundred cases having been taken recently by Eastern handlers.

The new crops are being received somewhat regularly and delivery days are being set by warehousemen to take in the goods as fast as they can be taken care of at the warehouse, where the work is progressing as rapidly as can be with the help available. It is estimated that about half of the purchases have thus far been received.

New England Gossip.

The firm of T. B. Haas & Sons, of Hartford, have been recently purchasing several desirable crops of the 1909 tobacco.

E. A. & W. F. Fuller Tobacco Company, of Hartford, are now in the heart of their packing business. They operate other warehouses and have made some extensive purchases of broad leaf and Havana seed.

The Ketchin & Hayes Tobacco Company, of Tarrifsville, are now employing a force of 85 hands in their sorting and packing rooms.

Some illegitimate rumors have been circulated here concerning a New York house which had dealings in this section. It is being emphatically denied, and effort is being made to trace its authorship.

Mr. A. Bijur, of E. Rosenwald & Bros., of New York, was a recent visitor at the firm's Connecticut warehouse.

Mr. Maurice Hartman, a son of S. Hartman, has been admitted to the firm of A. S. Hartman, at Hartfield.

The Connecticut Sumatra Tobacco Company Company, of which Mr. Hartman, of the Steane-Hartman Company, is at the head, last year raised 14 acres of shade-grown tobacco at the farm in Buckland. Arrangements have been made to raise 42 acres of shade-grown tobacco this year. In order to properly house such an extensive crop it will be necessary for the firm to erect new warehouses.

Agents of Keiser & Boasberg, of Buffalo, N. Y., have been traveling through the Connecticut Valley lately selecting crops here and there.

The new plant of the American Tobacco Company at Wilmington, Del., started in operation February 2nd, with 375 operatives. It was found that the force of instructors was inadequate and Superintendent Williams quickly obtained ten additional experts to direct the help.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark.
For Searching a title which does not result in registration, 25 cents.
For transferring and Publishing Transfer of Registration, 50 cents.
For issuing Duplicate Certificate of Registration, 50 cents.
☞ Applicants should be careful to fully specify the use of desired Trade-Mark

LA ESTILAR:—19,673.
For cigars, cigarettes, cheroots and stogies. Registered February 14, 1910, at 9. A. M., by Fred H. Moffatt, Rockford, Ill.

OGDEN PARK ROSE:—19,674.
For cigars and cigarettes. Registered February 14, 1910, at 9 A. M., by H. Brown, Chicago Ill.

CAPTAIN CONEY:—19,675.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 14, 1910, at 9 A. M., by Symons-Kraussman Co., New York.

AL-KI:—19,676.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. Registered February 14, 1910, at 9 A. M., by L. Newburger & Bro., Cincinnati, O.

NO. 87:—19,677.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 14, 1910, at 9 A. M., by E. M. Miller, Harrisburg, Ill.

JOHN OF GAUNT:—19,678.
For cigars, cigarettes and cheroots. Registered February 14, 1910, at 9 A. M., by Calvert Lithographing Co., Detroit, Mich.

SECRETARY McCULLOUGH:—19,679.
For cigars, cigarettes and cheroots. Registered February 14, 1910, at 9 A. M., by Calvert Lithographing Co., Detroit, Mich.

SOL'S RAYS:—19,680.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 14, 1910, at 9 A. M., by Celestino Costello & Co., York, Pa.

FIVE D'S:—19,681.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 15, 1910, at 9 A. M., by American Cigar Co., New York.

AMELIA GLOVER:—19,682.
For cigars, cigarettes and cheroots. Registered February 15, The National Tax Collecting Company, charged with the col 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

MR. McCHANIC:—19,683.
For cigars, cigarettes and cheroots. Registered February 15, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

NEEDEM:—19,684.
For cigars, cigarettes and cheroots. Registered February 15, 1910, at 9 A. M., by Heineman Bros., Baltimore, Md.

MALTA QUEEN:—19,685.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 15, 1910, at 9 A. M., by J. N. Williams, Reading.

STAR TIP:—19,686.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 15, 1910, at 9 A. M., by J. N. Williams, Reading.

JOLLY MOLLY:—19,687.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 15, 1910, at 9 A. M., by J. N. Williams, Reading.

ASTULO:—19,688.
For cigars, cigarettes and cheroots. Registered February 15, 1910, at 9 A. M., by Moller, Kokeritz & Co., New York.

MERANO:—19,689.
For cigars, cigarettes and cheroots. Registered February 15, 1910, at 9 A. M., by Moller, Kokeritz & Co., New York.

TELL MA:—19,690.
For cigars, cigarettes and cheroots. Registered February 16, 1910, at 9 A. M., by Fritsch & Leglu, Rochester, N. Y.

TOWN TALKS BEST:—19,691.
For cigars, cigarettes, cheroots and stogies. Registered February 16, 1910, at 9 A. M., by H. J. Rubenstein, Louisville, Ky.

THE TWIN PORTS OF THE HEAD OF THE LAKES:—19,692.
For cigars, cigarettes and cheroots. Registered February 16, 1910, at 9 A. M., by A. M. Balfany, Duluth, Minn.

PAT O'HARE:—19,693.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 16, 1910, at 9 A. M., by H. W. Heffcner & Son, York, Pa.

CALHOUN'S SMOKERS:—19,694.
For cigars, cigarettes and cheroots. Registered February 16, 1910, at 9 A. M., by Manuel Perez y Ca., Chicago, Ill.

CALHOUN'S SPECIALS:—19,694.
For cigars, cigarettes and cheroots. Registered February 16, 1910, at 9 A. M., by Manuel Perez y Ca., Chicago, Ill.

CALHOUN'S HAVANA LONDRES:—19,696.
For cigars, cigarettes and cheroots. Registered February 16, 1910, at 9 A. M., by Manuel Perez y Ca., Chicago, Ill.

SAPULPA:—19,697.
For cigars, cigarettes and cheroots. Registered February 16, 1910, at 9 A. M., by Bradford Cigar Co., Tulsa, Okla.

ALMOND TASTE:—19,698.
For cigars, cigarettes and cheroots. Registered February 17, 1910, at 9 A. M., by Bondy & Lederer, New York.

STUDHOUSE:—19,699.
For cigars, cigarettes and cheroots. Registered February 17, 1910, at 9 A. M., by H. Schoenbrum, New York.

CONTRACTOR:—19,700.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 17, 1910, at 9 A. M., by H. W. Heffcner & Son, York, Pa.

241:—19,701.
For cigars, cigarettes, cheroots and stogies. Registered February 17, 1910, at 9 A. M., by Kuppenheimer Cigar Co., Grand Rapids, Mich.

HAVANA SPLINTS:—19,702.
For cigars, cigarettes and cheroots. Registered February 18, 1910, at 9 A. M., by A. P. Snader & Co., Ephrata, Pa.

UNION GRADE:—19,703.
For cigars, cigarettes and cheroots. Registered February 18, 1910, at 9 A. M., by A. C. Henschel & Co., Chicago, Ill.

UNION DELIGHT:—19,704.
For cigars, cigarettes and cheroots. Registered February 18, 1910 at 9 A. M., by A. C. Henschel & Co., Chicago, Ill.

UNION LOVER:—19,705.
For cigars, cigarettes and cheroots. Registered February 18, 1910, at 9 A. M., by A. C. Henschel & Co., Chicago, Ill.

UNION MODEL:—19,706.
For cigars, cigarettes and cheroots. Registered February 18, 1910, at 9 A. M., by A. C. Henschel & Co., Chicago, Ill.

UNION JUDGE:—19,707.
For cigars, cigarettes and cheroots. Registered February 18, 1910, at 9 A. M., by A. C. Henschel & Co., Chicago, Ill.

POOR RICHARD:—19,708.
For cigars, cigarettes and cheroots. Registered February 18, 1910, at 9 A. M., by Petre, Schmidt & Bergmann, Philadelphia.

GOOD DEED:—19,709.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 19, 1910, at 9 A. M., by American Lithographic Co., New York.

ROYHARDY:—19,710.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 19, 1910, at 9 A. M., by Lesher Cigar Mfg. Co., Lansing, Mich.

THINKO:—19,711.
For cigars. Registered February 19, 1910, at 9 A. M., by Hummell & Co., Binghamton, N. Y.

THE NEST:—19,712.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 19, 1910, at 9 A. M., by Sidney J. Freeman, New York.

MANHATTAN NEST:—19,713.
For cigars, cigarettes and cheroots. Registered February 19, 1910, at 9 A. M., by Sidney J. Freeman, New York.

FELIX FAURE:—19,714.
For cigars, cigarettes and cheroots. Registered February 19, 1910, at 9 A. M., by Herman L. Castle, Chicago, Ill.

UM YUM SMOKERS:—19,715.
For cigars, cigarettes, cheroots and stogies. Registered February 19, 1910, at 9 A. M., by L. R. Adams, Tampa, Fla.

O. G. HAVANA SMOKERS:—19,716.
For cigars, cigarettes, cheroots and stogies. Registered February 19, 1910, at 9 A. M., by L. R. Adams, Tampa, Fla.

GENERAL JOHN TIPTON:—19,717.
For cigars, cigarettes and cheroots. Registered February 19, 1910, at 9 A. M., by Brinker & Habaney, Indianapolis, Ind.

BIG STOCK:—19,718.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 19, 1910, at 9 A. M., by H. J. Max & Co., Quaker City, O.

LITTLE STOCK:—19,719.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 19, 1910, at 9 A. M., by H. J. Max & Co., Quaker City, O.

CONVERTERS:—19,720.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 19, 1910, at 9 A. M., by H. J. Max & Co., Quaker City, O.

BIGONETS:—19,721.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 19, 1910, at 9 A. M., by H. J. Max & Co., Quaker City, O.

BAGATTOS:—19,722.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 19, 1910, at 9 A. M., by H. J. Max & Co., Quaker City, O.

AZELE:—19,723.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 19, 1910, at 9 A. M., by H. J. Max & Co., Quaker City, O.

DECRAVATORS:—19,724.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 19, 1910, at 9 A. M., by H. J. Max & Co., Quaker City, O.

CUBAN CLUB HOUSE:—19,725.
For cigars, cigarettes and cheroots. Registered February 21, 1910, at 9 A. M., by A. C. Henschel & Co., Chicago, Ill.

ETHICAL SMOKER:—19,726.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 21, 1910, at 9 A. M., by Morris Silverstein, St. Louis, Mo.

SHAWNEE:—19,727.
For cigars, cigarettes, cheroots and stogies. Registered February 21, 1910, at 9 A. M., by Union American Cigar Co., New York.

VICE COMMODORE:—19,728.
For cigars. Registered February 21, 1910, at 9 A. M., by Charles Moser, New York.

UNION REPUBLIC:—19,729.
For cigars. Registered February 21, 1910, at 9 A. M., by Charles Moser, New York.

JAVANA:—19,730.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 23, 1910, at 9 A. M., by The Rigby Cigar Co., Dayton, O.

DUTCH UNCLE:—19,731.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 23, 1910, at 9 A. M., by Somerset Cigar Factory, Somerset, O.

JOHN KARL:—19,732.
For cigars, cigarettes and cheroots. Registered February 23, 1910, at 9 A. M., by T. E. Brooks & Co., Red Lion, Pa.

SOLACRESTA:—19,733.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 24, 1910, at 9 A. M., by American Lithographic Co., New York.

VIBIUS.—19,734.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 24, 1910, at 9 A. M., by American Lithographic Co., New York.

ROYAL SMILE:—19,735.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 24, 1910, at 9 A. M., by American Lithographic Co., New York.

SOLARMAS:—19,736.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered February 24, 1910, at 9 A. M., by American Lithographic Co., New York.

BERGEN COUNTY UNION LEAGUE CLUB:—19,737.
For cigars, cigarettes and cheroots. Registered February 24, 1910, at 9 A. M., by C. R. Lovell Co., Inc., New York.

REKOMS:—19,738.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 24, 1910, at 9 A. M., by Heineman Bros., Baltimore, Md.

TAMPA STYLE:—19,739.
For cigars, cigarettes and cheroots. Registered February 24, 1910, at 9 A. M., by LaGrange Cigar Co., LaGrange, Ga.

TUCQUAN:—19,740.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 24, 1910, at 9 A. M., by Frank G. Schwartz, Lancaster, Pa. A re-registration.

PRIZELLA:—19,741.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 24, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

ZARALIDE:—19,742.
For cigars, cigarettes and cheroots. Registered February 25, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

ORPHY:—19,743.
For cigars, cigarettes and cheroots. Registered February 25, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

MISS TOPSY:—19,744.
For cigars, cigarettes and cheroots. Registered February 25, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

WILLIAM R. KING:—19,745.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 25, 1910, at 9 A. M., by Schmidt & Co., New York.

HAVANA GRANT:—19,746.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 25, 1910, at 9 A. M., by Winter Cigar Mfg. Co., New York.

EGYPTIAN PHARAOHS:—19,747.
For cigarettes. Registered February 25, 1910, at 9 A. M., by Alexander Haddad, New York.

TENOL:—19,748.
For cigars, cigarettes and cheroots. Registered February 25, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York.

PLANTA PRIMA:—19,749.
For cigars and cigarettes. Registered February 25, 1910, at 9 A. M., by Koelle-Mueller Label Co., St. Louis, Mo.

CHIEF FIVES:—19,750.
For cigars and cigarettes. Registered February 25, 1910, at 9 A. M., by Koelle-Mueller Label Co., St. Louis, Mo.

SUPREME STAG:—19,751.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 26, 1910, at 9 A. M., by Koelle-Mueller Label Co., St. Louis, Mo.

FIRST BUCK:—19,752.
For cigars, cigarettes, chewing and smoking tobacco. Registered February 26, 1910, at 9 A. M., by Koelle-Mueller Label Co., St. Louis, Mo.

NEW SEAL:—19,753.
For cigars and cigarettes. Registered February 26, 1910, at 9 A. M., by A. C. Henschel & Co., Chicago, Ill.

LOVER'S SEAL:—19,754.
For cigars and cigarettes. Registered February 26, 1910, at 9 A. M., by A. C. Henschel & Co., Chicago, Ill.

Henry Traiser & Co. Expanding.

Henry Traiser & Co., Inc., makers of the famous Pippins cigars, have purchased the property at the rear of their factory in Boston running back to South Margin and Hale streets, which addition has doubled their factory capacity. By the acquisition of the new premises, twenty-two thousand feet of floor space will be added and the factory will have a frontage on three streets.

DUKE GOODLOE, a Central Kentucky tobacco grower, set out two acres in a good quality of tobacco plants and realized therefrom $800, or $400 per acre, as a reward for his thrift and his scientific cultivation.

Sociable Mr. Ghio.

Certain stockholders in the Ghio Cigar Company, having stores at 615 Chestnut and 705 Olive street, St. Louis, asked for a receivership, Feb. 12th, one of their grounds being that Mr. Ghio pays high salaries to salesmen and spends much in wining and dining prospective customers. The entertainment account for last December was $625. A peaceable settlement is expected.

Frank E. Averitt has purchased the entire stock of the Frank Averitt Cigar Company, owning a string of cigar stands, with headquarters at Des Moines, Iowa.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Situations Wanted.

SITUATION WANTED as superintendent of cigar factory. Twenty years' experience. All branches. Good references. Address Qualified, Box 18, care of The Tobacco World. 1-1-r.

Special Notices.

MONROE ADLER,
CIGAR BROKER.
36 La Salle St., Chicago, Ill. 6-17-he

A MANUFACTURER of a reliable 2 for 5-cent short filler cigar is open to correspondence with reliable jobbers. Address Box 5, care of The Tobacco World. 2-15-c.

ESTABLISHED FACTORY making nickel goods desires a few more jobbing accounts. Special attention given to private brands. Address Box 1, care of The Tobacco World. 3-1-c

Salesmen Wanted.

WANTED—Salesman, on good commission basis, to sell fine line of seed and Havana and five-cent goods in the West and also the Pacific Coast. Give particulars of former employment. Address Reliable, Box 13, care of The Tobacco World. 1-1-r.

SALESMAN WANTED—By established Philadelphia house, to sell line of seed and Havana goods in city and vicinity. Excellent opportunity for right man. Address Box 22, care The Tobacco World. 2-1-c

For Sale.

FOR SALE OR LEASE—A machine that makes 5000 cheroots daily. Profits are greater than in fine cigars. Demand unlimited. On certain conditions we sell your output. Winget Mfg. Co., York, Pa. 2-1-b

FOR SALE—The Universal Cigar Bunch Machine improves the quality of the cigar, reduces the cost, increases capacity; makes paste work and novelty packages successfully; thousands already in use; sent on ten days' trial to responsible parties. Winget Mfg. Co., York, Pa. 7-22-tf.

Texas' Big Yield in Tobacco.

The books of the Internal Revenue Collector at Dallas, Texas, show an increasing demand for the lone star weed.

The revenue report for the quarter ending December 31, 1909, showed that Texas leaf dealers sold to manufacturers 116,590 pounds of tobacco. For the preceding quarter there was sold through the same source but 5,138 pounds. The difference in the figures is due partly to the fact that the demand for leaf tobacco is greater during October, November and December than during the three months preceding. However, it is declared that the figures for the last quarter were never before approached. The sales are all made from the Fifth District of Texas and are made largely to Eastern and Northern manufacturers.

Ira E. Waters, of Middletown, N. Y., has bought H. C. Hoagland's tobacco store at 33 West Main street, whose health compels him to sell. Mr. Waters has been with A. M. Ambler six years and boasts hosts of friends in Middletown.

At Hartford, Conn., J. Joseph & Co. are opening a cigar factory at 61 Pratt street. Mr. Joseph is reported as a fine judge of tobacco and has had experience with several leading houses.

The Transportation Committee of the Detroit Board of Commerce is advising its members to sign the demurrage rules proposed by the railroads, but before doing so, to incorporate certain changes, the most important of which provides that the railroads submit to the shipper, every month, the debits and credits of the preceding month, so a settlement can be made on the net debits due the company.

Bad Tobacco for Good in Asia Minor.

What is known as the Regie contract system in tobacco growing has resulted in greatly inferior tobacco in Asia Minor. According to accounts, the tobacco formerly grown there was of fine flavor and contained a good quantity of saltpetre. No irritation of the throat resulted from its use, and its culture was deemed important. With the coming of the monopoly planters were informed that the Regie was obliged to buy all the tobacco grown, the result being a great increase in quantity and a big decrease in quality. A further result has been the substitution of a tobacco known as Ayassolouk (ancient Ephesus) for the magnesia tobacco, which was famed for its delicate smoking qualities.

Recent Patents of Interest to Tobacconists.

941487, Match-scratcher, G. A. Barnes, New Haven, Conn.

941490, Machine for packeting cigarettes, &c., E. L. Bracy, Sacramento, Cal.

941966, Self-lighting cigar, D. G. Vale, Salem Township, Meigs Co., Ohio.

942372, Tobacco-cutting machine, F. M. Beall and P. A. Parker, Anadarko, Okla.

942434, Combined cigar lighter and cutter, G. W. Britton, Camden, N. J.

942397, Cigar-presser, S. G. Lipschutz, Philadelphia, Pa.

942838, Aging and curing tobacco, S. G. Martin, Chicago, Ill.; W. O. Bartholomew, St. Louis, and E. Schaaf, St. Mary's, Mo.

942514, Cigarette-tipping machine, S. Palmowsky, New York, N. Y.

942527, Cigar-vending machine, L. A. Vandiver, Chicago, Ill.

942688, Smoking-pipe, E. B. Whitney, Oakland, Cal.

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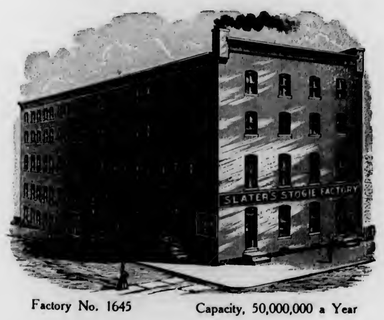

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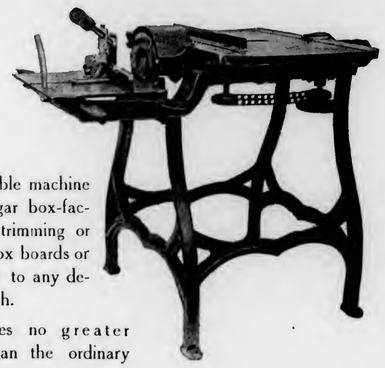

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The new TOBACCO WORLD will supply this galvanic force for you.

Since the new management has taken hold of this magazine, you have seen the physical changes in its make-up, editorial treatment and general tone. The new WORLD speaks for itself in that respect.

But do you know how fast the WORLD'S circulation has been growing? We have compiled statistics from our books which show a net gain of 20 per cent. in circulation for the first five weeks in the new year. The new subscribers are scattered over every state in the Union, with New York, New Jersey, Ohio, Illinois, Michigan and California in the lead.

Every one of these new subscribers is either a big retailer, jobber, or manufacturer—every one a possible customer for some live house in the tobacco trade.

Do you want to reach them?

THE TOBACCO WORLD will bring you before them, help your salesmen reach them and supply that electric spark which starts business a humming.

Shall we turn on the current? Send for advertising rates.

THE TOBACCO WORLD

Advertising Department

Philadelphia, 102 S. 12th St. **New York, 910 Hartford Bldg.**

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Since the new management has taken hold of this magazine, you have seen the physical changes in its make-up, editorial treatment and general tone. The new WORLD speaks for itself in that respect.

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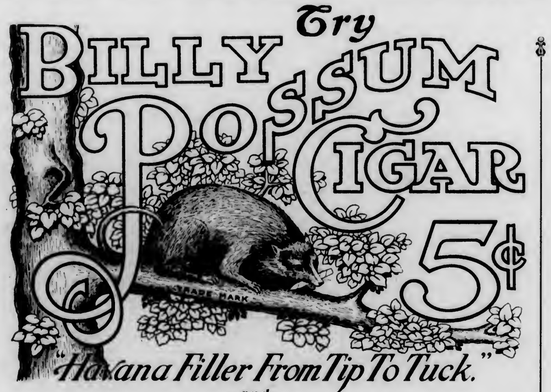

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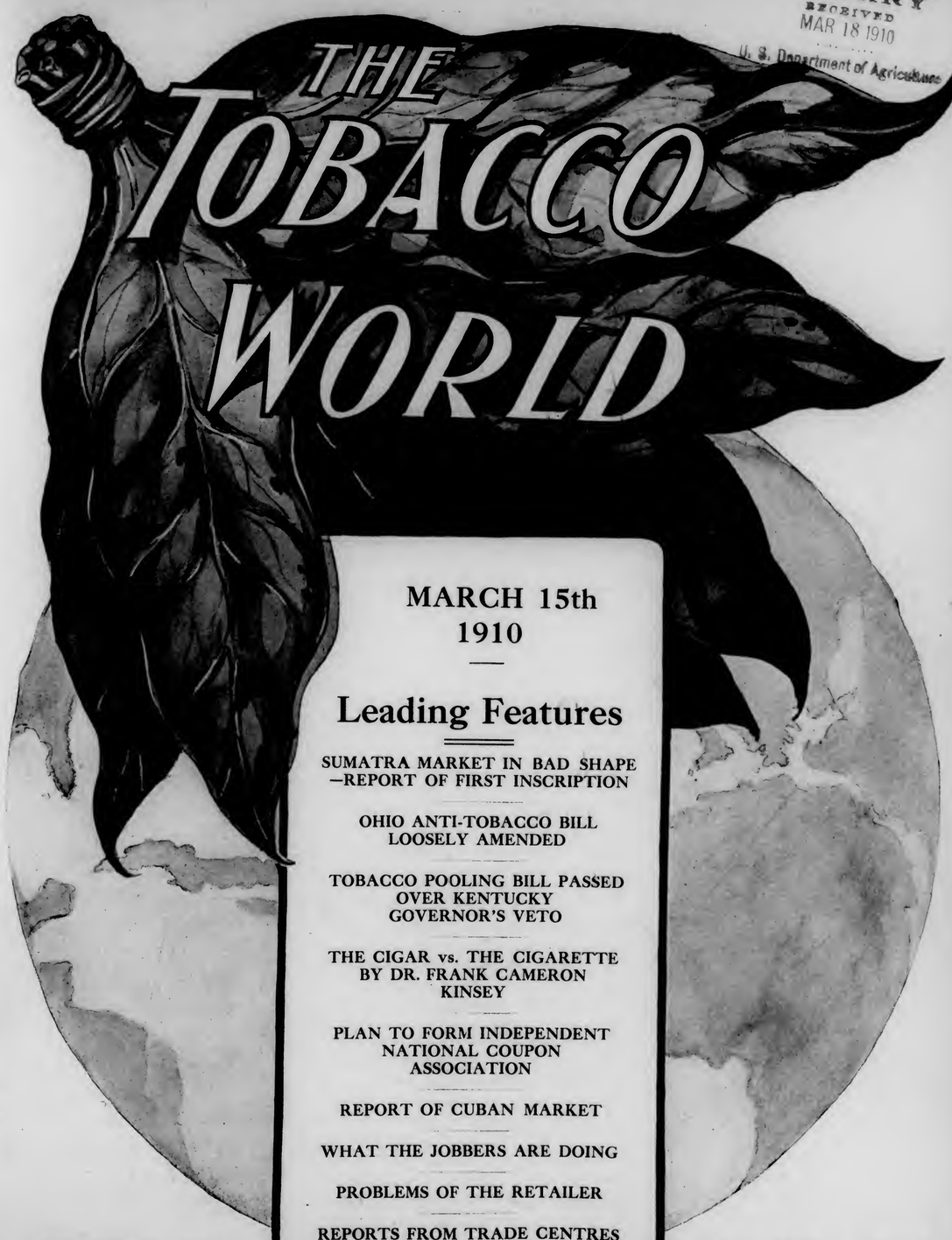

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ESTABLISHED 1881

Vol. XXX No. 6

PUBLICATION OFFICE: 102 South 12th St., Philadelphia

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Cadillac Hotel	"	Hotel Belmont	"
Broadway Central Hotel	"	Imperial Hotel	"
Acker, Merrall & Condit Co.	"	Childs&Co.'s65 Lunch Rooms	"
Hygrade Wine Co., 21 branches	"	Salvador Rodriguez	"
Finley, Acker & Co.,	Philadelphia	Boch-Griffin & Co.,	Philadelphia
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May Drug Co.,	Pittsburg. Pa.	Lee Cahn,	Cincinnati, O.
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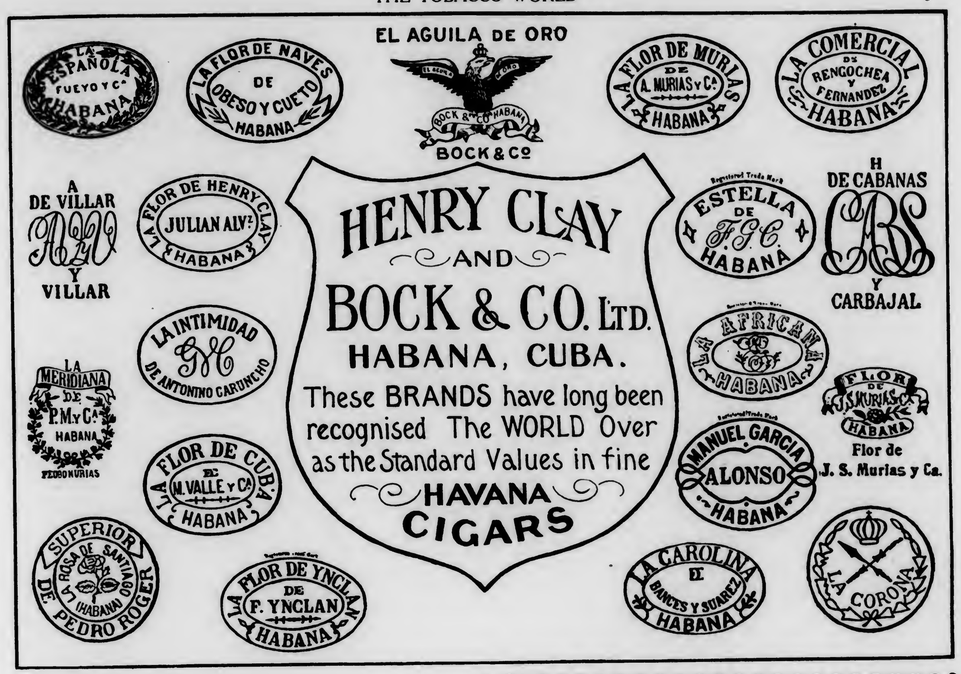

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The Tobacco World

Vol. XXX. PHILADELPHIA AND NEW YORK, MARCH 15, 1910. No. 6.

Sumatra Market in Bad Shape.

Prices are High and There is a Scarcity of Light Tobacco.

CABLE reports of the first Sumatra inscriptions of 1910, which was held in Amsterdam on March 11th, are of anything but an encouraging nature.

Flocks of buyers were present from all quarters, including a goodly representation from the United States, but the goods they wanted were not to be obtained. Sumatra like Cuba has suffered heavily from drought, and the result is a crop which is to all intents practictally bare of the much-desired fine light tobacco. Such tobacco as was offered naturally was priced at high figures. The result of the conditions led buyers inevitably to sweep clean the market of all goods on hand, and the Americans were among the first to size up the situation and cover themselves. The Sumatra crop assortment for 1910 shows heavy natured tobacco, very dark in color, and manufacturers know only too well what this means in added cost of manufacture.

One of the best posted Sumatra leaf men in New York stated that the conditions of the market were both serious and alarming, and that unless later inscriptions showed better tobacco, the users of Sumatra leaf not only in the United States but the world over would have a most difficult problem confronting them.

The next inscription in Amsterdam is fixed for Friday, March 18th.

NEW YORK SUMATRA MARKET.

The past week in New York has recorded the heaviest demand for Sumatra tobacco, which has been experienced in some months, and a number of excellent sales are reported. Cigar manufacturers have evidently discounted the conditions abroad, and are looking ahead as far as possible to cover themselves in case of a shortage.

At the first inscription in Amsterdam these New York firms report having purchased the following quantities: E. Rosenwald & Bro., 510 bales; G. Falk & Bro., 270 bales; S. Rossin & Sons, 157 bales, and L. P. Sutter & Bro., 65 bales.

Big Cigarette Coupon Fraud Unearthed.

Two Boys Charged with Printing Spurious Certificates.

DANVILLE, Va., March 12.

A STUPENDOUS fraud growing out of the use of cigarette coupons, has been unearthed here by the arrest of John Thornton, Jr., and Lane Noell, neither of whom is scarcely 21 years of age. They conducted a small job printing office at South Boston, Va., where, it is alleged, they turned out thousands of spurious coupons imitating the kind given away with Piedmont cigarettes.

The Piedmont coupons were redeemable at the premium department of The American Tobacco Company in prizes and had a cash value of one-half cent each. The coupons made were from plates and identically on the same paper as that used by the American Tobacco Company.

When the printing office was raided thousands of pounds of this paper were found—enough to make about $25,000 worth of coupons.

Information leading to the arrest was furnished by Robert H. Bryan, a printer, and officers of the American Tobacco Company in New York co-operated with the authorities in bringing about the arrest. When arraigned, young Thornton pleaded guilty and was committed to the county jail to await action by the Grand Jury.

Agitate National Coupon Association,

Independent Manufacturers Would Distribute Premiums on Co-operative Basis.

A MOVEMENT is being agitated by some of the independent cigar manufacturers of the East looking towards the formation of a National Coupon Association. Although there is a bill before Congress at present forbidding the use of premium coupons in connection with cigars or tobacco, the promoters of the new coupon organization assert that they can get around this measure because the provisions are only against the enclosing of coupons or premiums in the package or about the package. It does not prevent the dealers giving coupons away separately with each purchase.

In an interview with a TOBACCO WORLD reporter, one of the manufacturers who is strongly in favor of the new association, outlined his ideas as follows:

"It is proposed to form an association of the large independent cigar and tobacco manufacturers and dealers. These will form a co-operative company which will conduct the coupon business on a cost basis and not for profit. Distributing depots in all the cities from Maine to California having a population of 10,000 or more will be established, preferably in the part of a prominent retail cigar store.

Any independent dealer can purchase coupons to be redeemed in premiums, and they would not cost him more than 3½ per cent. to 4 per cent. These coupons would have the endorsement of the National Association and would be issued to all dealers handling independent tobacco, cigars, or cigarettes. It is proposed to carry a small stock of premiums in each distributing depot and this stock is to be renewed as often as necessary.

Buying the premiums in large quantities, the association will be able to obtain them at prices far below the usual wholesale rate and first-class gifts can be given at a nominal cost.

While the idea is still in embryo, the promoters are sounding the various manufacturers to obtain their views on the matter and if they obtain sufficient encouragement, the association will be launched at once."

Managers for the American Sumatra Company.

IT is announced that the officers of the newly-organized American Sumatra Tobacco Company, full details of which were published in our last issue, will be as follows: A. Cohn, president; L. A. Cohn, vice-president; D. A. Shaw, second vice-president; F. M. Arguimbau, secretary and treasurer. Messrs. Arguimbau, L. Cohn and A. Cohn will comprise the Executive Board and will direct the general business of the company. D. A. Shaw will be manager of the South and A. B. Worl will have charge of the New York offices, which are located at 142 Water street.

Baltimore Secures New Factory.

BALTIMORE, MD., March 10.—A new factory will be opened in this city at Lakewood avenue, near Hudson street, by the American Cigar Company. About 800 hands will be employed. Prior to the great fire, the American Company operated a branch factory here, but when it was destroyed they did not make any efforts to open another until the present move.

THE CIGAR vs. THE CIGARETTE

FALLACIES IN REGARD TO STRENGTH OF LITTLE SMOKERS EXPLODED BY SCIENTIFIC EXPERIMENTS.

BY FRANK CAMERON KINSEY, A. M., M. D.

The following summary of a report compiled by Frank Cameron Kinsey, A. M., M. D., of Grand Rapids, Michigan, as the result of his experiments on cigars and cigarettes, presents facts which should be of interest to every dealer and consumer of tobacco.

Briefly stated, the results of Dr. Kinsey's experiments established:

First—One ordinary Havana cigar contains as much crude nicotine as nine cigarettes.

Second—The smoker gets 70% of the total nicotine from the smoke of the cigar as compared with 55½% total nicotine contained in the cigarette.

Third—No arsenic or other dope is used in the manufacture of cigarette papers.

Fourth—No opium alkaloids or other dope could be found in the cigarette tobacco inspected.

Fifth—There is less nicotine absorbed from a long thin-shaped cigar than a short thick shape.

By the courtesy of the author, we are pleased to present herewith the leading points resulting from his experiments.

ALLOW me to preface this paper by explaining that I never was fortunate—or unfortunate enough to acquire the art of smoking in any of its forms and, therefore, that I went into the expirements which follow without any bias, prejudice or preconceived notions whatever on the subject. Having cleared my moral atmosphere in this manner, you might ask what occasion there is, after all, for investigating this. Precisely this: Talk to any intelligent, well-educated man—sometimes even a physician—about the contents and effects of cigarettes, and you will soon discover how little you actually know about them and what an astonishing fund of information he possesses. He will tell you that he has always understood, and believes it to be a fact, that cigarettes are drugged and that the paper contains arsenic. (I may remark, parenthetically, that the recent anti-cigarette legislation in many of our States is based on just such arguments.)

This man you are conversing with may tell you of horrible deaths in boys and young men due to smoking cigarettes, and will present a fairly convincing picture of the evils trailing along after the cigarette habit, "especially from inhaling the stuff," he adds, taking a deep puff from his fat cigar and blowing it out through his nostrils. It was after just such a conversation with just such a man, an intelligent, well-educated high school teacher, whose arguments I could not answer from my own knowledge, that I resolved to make some personal experiments along this most unpopular line.

In this research, my objects have been four: First, to find the total amount of crude nicotine contained in the tobacco of the ordinary domestic and Havana cigar and compare it with the total nicotine content of the tobacco of cheap cigarettes; second, to find the amount of crude nicotine present in the smoke of cigars and cigarettes and compare it with the total amount present in the same tobacco; third, to determine the quantity of opium alkaloids, or "dope" as it is called, contained in cheap cigarettes, if any is present, and fourth, to examine the various cigarette papers for arsenic and to determine the amount present, if any.

In our first test we used 153 grains (9.935 G.) of tobacco as a standard, this corresponding to the weight of nine "Turkish Trophy" cigarettes or eight and one-half "Sweet Caporal" cigarettes.

Experiment No. 1. This was on a five-cent domestic cigar whose composition, kindly furnished by the manufacture, was as follows: Wrapper and binder, ¼ Connecticut, Havana seed; filler, ¼ Pennsylvania and ½ semi-Spanish, from Spanish seeds grown in Montgomery County, Ohio. The weight of one of these cigars was 107½ grains, consequently we used about 1 3-7 cigars in making up our weight of 153 grains. The tobacco was extracted with hot water, giving us nine drops or .6 G., corresponding to 5.8% of a substance which had the odor of stale tobacco and responded to all the tests for nicotine. This crude nicotine might have been purified by re-distillation, but, for our purposes of comparison, it was sufficiently pure. Nevertheless we tested this product for toxicity on animals, and found that four drops placed on the tongue of a six-pound tomcat killed the animal in 90 seconds.

From this experiment, we roughly estimated that the nicotine obtained was about 50% pure.

Experiment No. 2. One hundred and fifty-three grains of tobacco from "Sweet Caporal" cigarettes, weighing 18 grains apiece, was extracted in the same manner as in Experiment No. 1. This cigarette is stated by the manufacturers to be made from Virginia and Turkish tobacco, which is a mixture with a high nicotine content. Our tests showed 17 drops of crude nicotine were contained in the 8½ cigarettes making up this weight, or two drops to each cigarette, giving about 11% of crude nicotine.

Experiment No. 3. Two small five-cent cigars of "pure Havana" were next tested, weighing 54½ grains apiece or 109 grains together. These were found to contain 18 drops of crude nicotine or 9 drops to each cigar. This experiment was repeated with the same result. From the high nicotine content and the low selling price, one might be led to believe that these "Havana" cigars originally came from Virginia.

Experiment No. 4. The same weight (109 gr.) of the tobacco from "Turkish Trophy" cigarettes was then extracted and yielded only nine drops of crude nicotine. As one "Turkish Trophy" cigarette weighs 17 grains, each cigarette contained only one drop of nicotine. Consequently, one of the little "Havana" cigars tested in our third experiment yielded as much crude nicotine as nine of the "Turkish Trophy" cigarettes.

Testing the Nicotine in Smoke.

In almost all work on tobacco smoke, where the method of extraction has been described, the tobacco in weighed quantity is burned, the total smoke collected and the nicotine extracted. It is very evident that this method does not give the amount of nicotine actually taken into the mouth. When a man smokes a cigar or cigarette, much of the nicotine is volatilized and passes off in smoke at the point of combustion. Obviously then, in order to determine how much nicotine a man actually gets as he smokes, the smoke must be collected from what the young experimenter on wasps called "the business end" of the cigar or cigarette.

For this purpose we devised a simple apparatus constructed like a water pipe, with a wide-mouthed bottle holding a rubber cork through which passed two glass tubes, one running to the bottom of the bottle and the other only through the cork. The long tube was bent at right angles outside and flattened, serving as a mouthpiece. In using this apparatus, the bottle was two-thirds filled with hot water, the cigar or cigarette was placed in the holder, lighted and smoked from the stem, the smoke passing up through the water and losing most of its nicotine there and on the glass tubes.

Some nicotine still came over in the smoke, so the saliva was collected, together with the washings from the tubes, and distilled along with the water from the bottle, which was changed as often as it became saturated with nicotine.

Experiment No. 5. One small "Havana" cigar, weighing 54½ grains, was smoked in the apparatus, and the hot water and saliva distilled and extracted as before. The result was 7 drops of crude nicotine as compared with the total of 9 drops contained in the cigar. Therefore, a man gets 77% of the total nicotine content from the smoke of this cigar. The ash, together with the unsmoked stub, weighed 15½ grains. As the original weight of the cigar was 54½ grains, the combustion products must have weighed 39 grains.

Experiment No. 6. When 54½ grains of "Turkish Trophy" tobacco, represented by 3¼ cigarettes, were smoked in the apparatus, only 2½ drops of nicotine could be recovered. Thus only 55½% of the total nicotine present in the cigarette came over in the smoke, although 77% of that present in the cigar was recovered. This confirms the recent observations of W. R. Lee in the Pharmacological Laboratory of Cambridge University. He burned equal amounts of a Virginia cigarette and a Manilla cigar and found that, although the Virginia tobacco in the cigarette contained nearly twice as much nicotine as the tobacco in the cigar, yet the smoke of the cigar was twice as toxic as that of the cigarette. He explains this as follows: During the combustion of ordinary smoking, there is an area immediately behind the point of combustion in which the water and other volatile contents of the tobacco condense. The hot gases passing through this area volatilize the nicotine.

The Effect of Different Shaped Cigars.

The smaller the area of combustion, the more complete it is and the less likely is the smoke to contain volatile toxic substances. "Hence," he says, "a cigarette or a slender cigar will yield fewer of these products than a thick cigar, and many smokers can testify that a thick 'fat' cigar has much more effect than a long, slender cigar of similar tobacco." Whatever the explanation, it is certainly true that less nicotine comes over in the smoke of cigarettes than in that of an equal weight of cigars containing the same amount of nicotine.

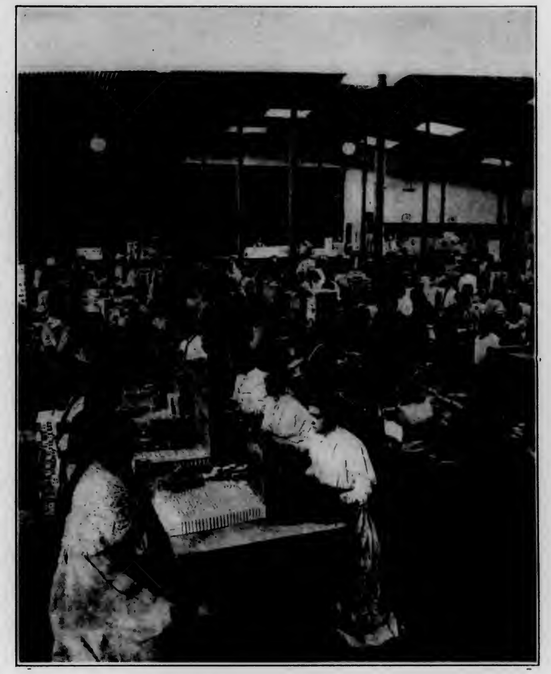
Experiment No. 7. This was for the purpose of determining the presence, or absence, of opium derivatives, or "dope" in the tobacco of cigarettes. "Sweet Caporal" and "Turkish Trophy" cigarettes were extracted with hot water and tested with the ordinary sulphuric acid plus cane sugar and with the nitric acid tests. No traces of opium derivatives could be found, nor, to tell the truth, did I expect to find any, although there is an unshaken and unshakable belief, even among medical men, that a philanthropic and benignant Santa Claus called the Tobacco Trust is buying expensive opiates to mix with cheap cigarettes.

No Arsenic in Cigarette Papers.

Experiment No. 8. This was to determine the presence, or absence, of arsenic in cigarette papers. After the number of chemists who have investigated this subject, I am almost ashamed to report any further work along this line, but the frequency with which one still hears arsenic mentioned as one of the deadly components of cigarette paper shows that one can scarcely give too much publicity to the truth regarding this matter. The La Croix Fils rice paper, which comes in red books, was macerated in hot water and the solution tseted for arsenic by the silver nitrate plus ammonia, and various other standard tests for arsenic.

No trace of arsenic could be found. The cheaper papers were then tested, including that given away with "Bull Durham" and with "Duke's Mixture." No trace of arsenic. Next the papers were split off from "Turkish Trophy" and "Sweet Caporal" cigarettes and tested. No arsenic was present, even in traces.

And here are the results of our work: No arsenic in cigarette papers, no opiates in cigarettes and the smoke less toxic than that from cigars containing the same amount of nicotine.



(Photo by Underwood & Underwood.)

A CIGARETTE FACTORY.

Cigarettes are to-day made largely by machinery, which has to a great extent displaced the hand labor, once the universal rule in factories. Machines are even made to place the cigarettes in the box ready for the consumer, but the employment of women for this purpose is still customary in the older centers of the trade. This is altogether piecework, and women become marvelously expert in their occupation.

Dan Cupid Gets Sam Jaskulek.

The old axiom "that all things come to him who waits" and especially if they hustle while they wait, is applicable to the case of Sam Jaskulek, the well known tobacco man of Cleveland and member of the leaf tobacco firm of M. Jaskulek and Co. It happened thus: Sam and Miss Marie Sampliner, a very estimable young lady of Cleveland, were sojourning recently in Atlantic City in company with the parents of Sam's fiancé. They were surrounded by a number of friends in the reception room of one of the most popular beach front hostleries and the formal announcement of their engagement was there and then made.

Since returning from Atlantic City, Mr. Jaskulek has been calling on his many friends in the trade in Pennsylvania, and has been showered with congratulations.

WHAT THE JOBBERS ARE DOING

Indianapolis Jobbers Stop Discount Abuses.

JOBBERS and manufacturers at Indianapolis have united for self protection and to further the interests of trade. The organization which has been formed will be known as the Indianapolis Cigar Manufacturers' and Jobbers' Association. John Ross, manager of the Deschler stores, is president, and Edward Stiltz, of the A. Kiefer Drug Company, is secretary.

The first action taken by the new association was to curb retailers who have been wont to deduct discounts from bills overdue, or deduct express charges where they were not allowed. The trade discount agreed upon was 2 per cent. in ten days, 60 net, with no allowance whatever for freight or express charges.

Other vital trade questions will be taken up and discussed as they arise.

Gunst to Open First New York Store.

REPORTS from Oakland, Cal., state that M. A. Gunst & Co. will open their first retail cigar store in New York City this month at 42nd street and Fifth avenue. This will be the entering wedge through which Mr. Gunst hopes to get a foothold in New York. He will open other branches in suitable locations in New York City as soon as he finds them and also if the first venture proves successful. The Gunst stores in the West have proved quite profitable and have so entrenched themselves that they have discontinued the practice of giving away premiums in the face of strong competition.

The Peter Hauptmann Tobacco Company, St. Louis, Mo., last week received a carload of "Twin Oaks" smoking tobacco. This is the initial order from this house, and probably the largest first order ever placed by a St. Louis house.

Affairs of Seattle Jobbers.

THE assets of Ainslee & Lovejoy, jobbers and retailers of cigars at Seattle, Wash., passed into the hands of L. Grinstead. The firm turned these assets over rather than have them wasted in legal proceedings incident to bankruptcy and receivership. The actual assets are estimated at $12,500; liabilities at $18,000. Among the creditors are the Manhattan Briar Company, New York, $150; American Tobacco Company, $500; M. A. Gunst & Co., $1,170; St. Elmo Cigar Company, $1,000; Berriman Bros., $1,500; Castel Bros.-Wolf & Son, $667, and numerous other concerns, chiefly on the Pacific Coast.

Trade Changes.

C. C. Foster has retired from the Foster Cigar Company, the well-known New Orleans jobbing house, to accept the position of manager of a cigar department of Smith Bros. Company, of the same city. Mr. Foster has sold his interest to his partners, Gus Block and H. E. Woodward, who will continue to operate under the old name. In his new connection Mr. Foster will devote his energies to pushing the well-known brands of "New Bachelor" of T. J. Dunn & Co., "the Optimo Mirey" and "Henry IV."

Joseph B. Wertheim, of New York, while touring the West, made arrangements with the Haas Baruch Company at Los Angeles to represent the José Lovera Company in Southern California, Southern Nevada and Arizona, and also with the Clarence Hirschorn Company to distribute these goods in Chicago and vicinity.

The E. M. Schoenborn Cigar Company, of Columbus, O., is in its new quarters on East Long street, where they will wholesale and retail. They have just added a new cigar, the "Bingo".

Warehouse and Salesroom of McCord-Brady Co. Wholesale Grocers and Cigar Distributors, Omaha, Neb.

How The Philippine Cigar Stamp Will Be Changed

Coat of Arms of the Philippine Government, eagle, etc.	Philippine Islands Official Cigar Export Stamp Manufactured, Graded and Packed under Government Supervision. QUALITY STANDARD For this Brand Made by cleanly operatives in a sanitary factory under control of the Bureau of Health, from sound Philippine tobacco grown in the Cagayan Valley. Bureau of Internal Revenue of the Government of the Philippine Islands.

How the "Quality" Stamp Reads Now.

Philippine Islands Cigar Export Stamp Manufactured, Graded and Packed under supervision PHILIPPINE Government Quality Standard For this Brand Made by cleanly operatives in a sanitary factory under control of Bureau of Health, from sound Philippine tobacco grown in the Cagayan Valley.

How the Stamp Will Read When Changed at Government's Suggestion.

WASHINGTON, D. C., March 14.

GENERAL CLARENCE R. EDWARDS, Chief of the Insular Bureau of the War Department, announced to-day the modifications of the "Quality Stamp" which he has suggested to the Philippine Government. The changes to be effected are in compliance with the protest of the Cigar Manufacturers' Association of America and unaffiliated manufacturers, who objected to the use of the export stamp certifying the Government's approval of the quality of the goods.

Whether the modifications will overcome the abuses to which the export stamp has been subjected is problematical at this time.

The modified stamp, as recommended by the War Department, will make the following changes:

1. The seal of the Philippine Government is eliminated.

2. The word "official" is omitted.

3. The words "Bureau of Internal Revenue of the Government of the Philippine Islands" are stricken out.

4. In place of "manufactured, graded and packed under government supervision", the sentence will read, "manufactured, graded and packed under supervision *Philippine* Government" the word "Philippine" being in large letters.

Just prior to this announcement and following the formal protest of the Manufacturers' Association, Congressman J. Hampton Moore, of Philadelphia, representing Jeitles & Blumenthal and Roig & Langsdorf, lodged a formal protest against the Philippine stamp before the Insular Bureau of the War Department.

Congressmen Griest and Dalzell have been the most active of the Pennsylvania delegation on behalf of the American manufacturers.

Anti-Tobacco Bill Badly Amended.

Loop-Hole Measure Finally Passed by Ohio Legislature.

COLUMBUS, O., March 10.

THE Ditmars Anti-Tobacco Bill, amended so that its father would not recognize it, was passed by the State Legislature.

The bill, as originally introduced, sought to prohibit the sale and manufacture of cigarettes in Ohio, but when it came up for final passage this feature was stricken out and the tobacco interests gained a signal victory.

Examination of the substitute bill as finally passed reveals that it imposes no prohibition on the sale of tobacco to minors between the ages of 16 and 21, although it provides a penalty for the sale of tobacco to those under 16 years of age. The bill is very loosely drawn and it is believed that it will not stand a test.

Minors found smoking in public are to have immunity if they reveal to the court the identity of the dealer who supplied them with tobacco.

Before the measure went to a vote there were spirited speeches made against it. Representative Gilligan of Cincinnati challenged the statement of a fellow-member that "No man who amounts to anything smokes cigarettes." "Why," said Gilligan, "I attended a banquet where our own Bill Taft smoked a cigarette."

"If I was in Gilligan's business I would fight the cigarettes bill, too," retorted a fellow-representative.

Gilligan is an undertaker.

"Tuxedo" Injunction is Refused.

SYRACUSE, N. Y., March 10, 1910.

Application of the R. A. Patterson Tobacco Company for a preliminary injunction to restrain Bendixen Tobacco Company, of this city, has been denied by Judge Ray of the United States Circuit Court.

The plaintiffs sought to prevent the Bendixen Company from using a brand trade-mark similar to the "Tuxedo" brand of the Patterson Co.

The Court gave its opinion that the injunction was unnecessary, as the merits of the case would be determined when the case came to trial. The Patterson concern since 1888 has been using the "Tuxedo" brand, and since 1905, the Bendixen Co. have been using a brand consisting of the letters "Tux" one line, "E" on the second, and "do" on the third, and on another brand they are using the letters "Tucks" on one line and beneath it "edo".

With the injunction now refused, the outcome of the case will depend upon the hearing of the suit now before the courts.

Winston-Salem's Rapid Growth.

Figures compiled by the Board of Trade at Winston-Salem, N. C., show a tremendous growth in the tobacco industry at that place. The products of the factories there consist of plug, twist, smoking tobacco and snuff. Last year the factories manufactured 43,207,007 pounds, and for the month of February, 1910, aggregated 4,565,780 pounds. The sales consummated the last year aggregated $18,180,000.

PROBLEMS of the RETAILER

The Importance of Personal Supervision.

IT is easy to lay down a lot of rules or maxims, which, if followed, would in all likelihood lead to success. Yet the experienced retail cigar dealer knows that there is something more than rules, even though they be strictly followed, that is necessary.

Volumes have been written on the subject of successful retailing, and more will undoubtedly follow as time goes on, for the subject is one to which all have given much thought.

Not everyone can be successful in public business, no matter how capable or honest, and the man who engages in the tobacco business in the hope of having a soft snap will soon find he has mistaken his calling.

Good advice to such a one would be to let the business alone, as there is not an hour in the day—and the days are long—often running late into the night, but what he can find work that needs doing. And, so far as the writer's observations go, he has found it true that the man who does not run his own business, but leaves it solely in the hands of his clerks, will either lose money or he will soon have none to run.

The question of what kind of help he should have will give the merchant a great deal to think about in itself. We would regard the clerk in a store as second in importance to the proprietor. We would not advocate cheap help, by any means, for he should have as experienced and capable help as the business will justify. There should always be close and cordial co-operation between employer and employee. In other words, the proprietor should be able to inspire and instruct without friction. On the other hand, the clerks should not only be self-respecting, but should be courteous and respectful to the trade of the store.

Let Quality be the Guarantee.

It is better to miss a sale than have a customer tell his friends that anything was misrepsreented at your store. Perhaps it would be better not to guarantee anything, but let the quality of the goods offered be the guarantee.

It is a true saying that a satisfied customer is a store's best advertisement. When the confidence of the customer has been gained—and it cannot be gotten except through fair treatment—then it will not be found so very difficult to make sales to the majority, yet there is a class that may require special treatment.

Study Human Nature.

There are always some customers in the cigar as well as other stores who are apparently different and hold themselves aloof, and view with suspicion both the attendant and the goods which they desire to purchase.

Again, persons of extreme temperaments are found—some nervous, some fastidious, some critical and some cranky. Others are kind and more genial and who really make it a pleasure to be waited upon.

This is an instance in which the same rule and manner will not apply to all alike, for we cannot approach all in the same manner, but each one must be met and handled in the way calculated best to impress them. In order to be successful as a salesman one must be able, therefore, to read human nature, and then be able to adapt ourselves to the different moods and temperaments of the customers we have occasion to handle.

The Judicious Advertiser.

Advertising is to be advocated at all times, but every merchant must use his best judgment as to when and how he should do it and the amount of money he should expend for that purpose.

Of course, the community should know what the dealer has for sale and his advertisements should be plain and to the point.

Any merchant who keeps all his goods on shelves or behind his counters and compels his customers to pick out just what they want, will not succeed. The store should be made attractive by having modern fixtures and his goods tastefully arranged.

Competition.

Competition is to most retail dealers a perplexing problem. It is always well to be on good terms with your competitor and work together, or, rather, apart, but in harmony. Consulting together on affairs that are of mutual interest will go a long way towards cementing ties of closer fellowship. Of course, there are some in the business who simply will not be friendly and whose sole idea seems to be the taking of advantage whenever opportunity offers, and who are ever on the lookout to get trade from others by inducements—cutting the prices on first one article and another trying to make it appear they are selling cheaply. Oftentimes such a competitor can be treated with by making a personal call on him and having a heart-to-heart talk. Often he can be convinced that such tactics are not only disastrous to you, but if persisted in it may also eventually ruin him, for without profit no retailer can long exist.

The Loss Incident to Frequent Removals.

The writer has often observed that so many retail dealers are constantly moving, seemingly never able to find a location that suits them. There is an old axiom that three moves are as bad as a fire. Of course, we do not suppose the moving element will agree with us in this respect, but the old story that the rolling stone gathers no moss is quite applicable to the retail cigar trade.

The successful retailer knows fully well that it has taken him many years in building up his patronage, and by a removal of his premises to another location, especially if it be at some distant point, will probably lose for him a considerable portion of his patronage. He will then have lost not only the value of the patronage he previously had, but the time and energy devoted to building up the trade will also go for naught.

Heart to Heart Talk with Clerks.

We believe it would be giving good advice to the young man in the retail cigar business that it would be a good rule not to make changes of employers too frequently. Of course, the younger men may not think it applies to them because they do all their moving in a very compact form, but the application of this advice to the young man is in a different direction, and we believe there is nothing more demoralizing to the young man than to be constantly changing from one store to another.

It would be infinitely better for the young man as soon as he decides on making some kind of a business his life work, that he should settle down to learn all he can about the particular business of the establishment which he may enter. It is an erroneous idea that a more valuable experience can be had if the employment be more varied, but the result usually is that it affords less opportunity to absorb all the good ideas of one good manager. By constantly changing he gets a mere smattering of the ideas of several, even if all of them were thoroughly competent. Again, as soon as it is learned that an applicant for a position makes many changes, managers of stores who might give him consideration at once become suspicious of his stability and may not even be willing to give an opportunity of proving his stickativeenss, although he may have fully determined upon this course in the future. Even if given employment by them, after this feeling has been made, he will find that severe tests are applied to him, because the proprietor will naturally want to know what the trouble has been before.

Loyalty as a Virtue.

It has been truly said that loyalty is worth many pounds of cleverness, and consequently one must not be content to do his work in just the way it has been done heretofore, but we should by all means endeavor to find some way of doing it just a little better, and in a little less time, if possible. No opportunity should be allowed to pass which might enable us to become still more thoroughly familiar with all details of the business. In short, one cannot know too much regarding the business, provided that knowledge is not abused. It is certainly not a good policy to make confidants in business, except the employer or someone appointed by him to hear what one has to say.

In order that the clerk may make himself indispensable to his employer, he must make a good impression from the first day he enters the place of business, and he must do that by all his good qualities, namely, by living a clean, honest and upright life.

Above all, honesty should be made the shining star of his life, for it will be worth more to him than riches in after years.

At Hamilton, O., Dreyfus Bros. have now the finest cigar store in town, that at High and Third streets. They both retail and job, and the store is a beauty.

E. J. Enos has purchased the cigar store of Harry E. Brown in the Second National Bank Bldg., Connellsville, Pa.

Frank A. Boyer has bought back his tobacco and confectionery business from L. H. Nellis at Williamstown, Mass.

An ordinance passed at Eugene, Ore., forbids the cigar stores in that city to sell on Sunday.

Mr. Hill Heads Henry Clay & Bock Company.

HAVANA, Cuba, March 6th.—At a meeting of the directors of Henry Clay & Bock & Co., Ltd., Mr. Percival S. Hill, of New York, was chosen as the president, in place of the late Don Gustavo Bock, and Mr. Francisco Arango as chief superintendent of all the factories. J. Norman Staples went to New York on February 26th, and his brother, A. H. Staples, will follow him in a few weeks. Both will hold some important positions in the New York offices. Mr. Fernando Foyo, a leaf buyer for the last fifteen years of the different factories, has resigned his position. Mr. Allie Sylvester in future will be the only and chief buyer.

President Hill commenced his career by making some economies in the working office forces, discharging twenty-three superfluous help. He left for a short trip on Saturday last, March 5th, per steamship "Saratoga" for New York, and speaks very hopefully about the future of the Henry Clay & Bock & Co., as the company has good orders and a large stock of leaf tobacco on hand.

Tobacco Coupons—Nay, Nay!

The Cigars Manufacturers' and Dealers' League of Greater New York at their second annual meeting March 1st, protested against tobacco coupons. The Legislature will be asked to restrict the practice of giving the coupons with cigars. The question of Sunday opening for business generally was also gone into and a liberal Sabbath demanded.

Late Retail Bulletins

Ward Tickner has left the Rockford branch of the United Cigar Stores Co., to manage the company's store at Dearborn and Adams streets, Chicago. George A. Lane, who was assistant at Rockford, succeeds Mr. Tickner there as manager. Myer Garlick, for some time with the company, will assist him for the present.

D. A. Lajoie is now the manager of the United Cigar Co.'s new Meriden (Conn.) store. Wm. Baeder, the Connecticut supervisor of the United stores, helped to launch Lajoie into his new place.

The Kempner Cigar Co., Buffalo, N. Y., has incorporated with a capital of $10,000.

The Turner Produce Co., of Mitchell, S. D., has purchased the cigar and confectionery business of A. J. Davis. They will enlarge and decorate and conduct a fine place.

A branch store has been opened by the United Cigar Stores Company at 915 Elm street, Manchester, N. H.

J. N. Taub has purchased the cigar and tobacco business of Condos Bros. at Main and Texas streets, Houston, Tex.

J. L. Rockwell has opened a new cigar store at 1516 Capitol avenue, Cheyenne, Wyo.

Another Big Manila Shipment.

SINCE embarking in the importation of Manila cigars, Carlos, Fernandez & Co. tell us that their plans seem to have been entirely too limited for the scope of business which they quickly plunged into, and they accordingly consummated arrangements whereby they now have at hand a new shipment of over three million Manilas in all sizes and brands ready for instant delivery. The house's arrangements include the submitting of samples in stock boxes, for which they make the regular wholesale charges.

Dealers who are desirous of sharing in the popularity which the proven grades of Manila goods have already acquired, will do well to communicate with the house, 42 E. 23rd street, New York, immediately, indicating what priced goods they want and securing a sample line for show in their territory.

The recent agitation concerning Manila goods and the attitude of the United States Government has had, if anything, a stimulating effect upon the sale of these cigars, and the firm of Carlos, Fernandez & Co. were quick to see the opening and grasp the opportunity of supplying certain trade with goods which they want.

Adeline Boyer, who danced in New York in the American Music Hall as a "Princess of Israel", is said to have caused every lighted cigar in the house to go out when she reached the climax of her gyrations.

WHILE in Boston the other day I asked a local cigar dealer who prides himself on his tobacco lore, what tobacco company it was that originated the idea of using bands on cigars for advertising purposes. Sir Oracle seemed surprised at my ignorance and quoth: "Cigar bands, my young friend, were not originally used for advertising. Long ago, when it was common for Cuban and Spanish maidens to smoke cigars, just as they now smoke cigarettes, the manufacturers of the smaller cigars started placing bands of manila paper around their products for the ladies' benefit. These bands the women removed and placed on their little fingers, so that they could flick the ash off the cigar without soiling or burning themselves. It was many years before the dealers thought of placing rings of gaudily-colored paper in the place of these sober and purely utilitarian bands; but soon as one man was bright enough to do it, all the others immediately followed suit. But there are very few persons who know how the bands originated."

Says a correspondent in writing on tobacco to this publication:

"If your cigar burns your tongue, it is a pretty sure indication that a little too much molasses was added to the leaf in the making. Molasses is placed on the cut leaf in a thin film to prevent crumbling and the escape of the nicotine, which is the element that gives tobacco its flavor.

"Smoking a pipe is an art. The same pipe should never be used twice in rapid succession, as the flavor of fresh tobacco is injured by a pipe that is already heated. A collection of pipes, all of them well broken in and used at alternate intervals, is indispensable for a thorough enjoyment of this form of smoking.

"In cleaning your pipe be careful not to cut out all the 'core', but leave a thin layer inside the bowl to prevent burning of the wood. Much of the disagreeable task of cleaning a pipe can be avoided if, at the conclusion of your smoke, all the unconsumed tobacco is removed and the stem cleaned before the moisture has time to evaporate and leave a deposit.

"If your cigar goes out, in the course of an earnest conversation, when you forget to keep it going, hold it in the flame a second or two before puffing on it; this eliminates the unpleasant taste of a dead cigar."

The action of the Hamburg-American Line in ceasing to designate the parts of their ships as second class and first class has proved a popular move on their part, ending the invidious distinctions between passengers.

There has never been any reason for this labeling of people as first and second class on the modern liners. It could have been avoided by simply charging a different scale of prices for the different sections of the ship, and allowing people to travel according to the money paid. Nobody likes to be labeled second class, although quite willing to travel as economically as they may need to do.

I was reading the other day about an old bill for funeral expenses in the pre-Colonial period of Virginia, when tobacco was used instead of gold or silver as currency. I can imagine the dismay of the family when the funeral bill for the owner of the farm came in to be paid for in tobacco.

The items in the funeral bill found, run, some of them, as follows:

Funeral sermom, 200 pounds; for a briefe, 400 pounds, and for coffin, 150 pounds. Next came the items for refreshments, such as turkeys, geese, a hog, flour, poultry, butter and sugar, spice, cider and rum; to cover these 930 pounds of Virginia leaf were requird.

The burdensomeness of the funeral bill, of course, depended upon the value of the weed in that day. At 10 cents a pound, the whole business, aside from the grave, would amount to but $170. If the bill were based on prices which some fancy grades of smoking and cigarette stock, the fancy wrappers from distant points, the tobacco planter's funeral would come near taking the farm.

Woman and the smoking question is always an interesting subject to me, and I have never yet been able to arrive at a satisfactory conclusion as to the light in which the average woman views the use of the weed by a man. Clever women who are broad minded on nearly every other subject, will take a violent dislike to a man for indulging himself in his cigar or cigarette, even at the most opportune time, and go a long way out of their path to secure a revenge upon him for a fancied wrong.

I heard of a little story the other day along this line which threw some of my deductions up in the air. A business woman who had the night previous attended a vaudeville performance in New York, where smoking was allowed, suddenly became incensed at the young man who sat in front of her and was smoking a cigarette. She said that a steady stream of smoke came over either shoulder, and that, after standing it as long as she could, she took her fan from her bag and holding it as close to the back of the smoker's neck as she could, began to fan steadily. The draught down his neck caused the comfortable chap, who was enjoying the performance to eventually turn his head. He encountered a pair of blazing eyes, and his cigarette went to the floor. He did not light another one, either, during the performance. The same woman said that she had another fan which she carried and which was loose and rattled. If a man smoked near her, she fanned as close to his ear as she could.

My opinion is that this lady with the sensitive nerves ought to keep away from the theatres where smoking is an adjunct.

Tahiti, which suggests at once unclothed black beings rushing around with rings through their noses, raises a good deal of nice tobacco and sells its surplus to nearby islands. Most of the women smoke, says the U. S. Consul there, and this creates a big demand for matches of American make. Tahiti cigarettes are made of native tobacco wrapped in thin leaves of pandanus, a kind of bark, we assume.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

The Pro Rata of Cigar Advertising.

We have been informed during recent weeks by several of the leading manufacturers of independent brands of cigars in Tampa, New York and elsewhere their advertising appropriation during the past year had amounted to the startling sum of, in some cases, one-half of 1 per cent. and less of the gross business which they were doing and yet they failed to understand why results have not accrued. In this connection it is interesting to note that whereas in our field one concern is spending over $7,000,000 for advertising in all its various phases, other firms are attempting to compete with an expenditure of less than $1,000. There is no question in the minds of the most up-to-date manufacturers and merchants of America to-day that the advertising appropriation is as much a legitimate expense as is the salary of the various salesmen whom the advertising assists in the disposing of goods, and it seems incongruous to us that such thoroughly efficient men as are engaged in the tobacco industry should hope for much success by utilizing bird shot when an express rifle is needed.

We recall distinctly a leading manufacturing concern in another line of business other than tobacco, who were glad to increase their advertising expense $100,000 a year to make a net profit of $40,000 more than the year previous. It is needless to add that they stand at the top of their field and there is no room on the rung for many competitors.

Anti-Cigarette Fallacies Exploded

Every member of the trade should read and digest the article in this issue from the pen of Dr. Frank Cameron Kinsey. This eminent Michigan scientist set out to learn the truth in regard to cigarettes. He has approached the subject not as a smoker, but as a scientist, and his interesting experiences will explode many of the theories of the anti-cigarette fanatics. Read what he has to say and you will be armed with facts which cannot be controverted.

New Hampshire has a gift-sale law against which the United Cigar Stores Company recently collided at Manchester. Opening a bright store on Elm street, coupons were given out liberally.

What One Protest Did for American Manufacturers.

The announcement from Washington that Secretary of War Dickinson will recommend to the Philippine Government such modifications of the quality stamp as will remove any possible construction that the cigars are guaranteed by the Government, has proved welcome news to the American manufacturers, who have protested against this odious feature of trade. Just how the modification recommended by Mr. Dickinson will work out remains to be seen and the protestants should withhold their jollification until they know.

One thing certain, this modification would never have been brought about voluntarily, and whatever has been accomplished has come through the protests of the manufacturing interests in this country. A mere handful of members from the Cigar Manufacturers' Association backed by their representatives in Congress, as well as a few unaffiliated manufacturers from Pennsylvania, forced this concession from the Government. What a tremendous power for good would be an association national in scope and having on its roll every manufacturer of prominence!

Tobacco Reformers in the Olden Days.

Severe as have been the recent anti-tobacco legislation passed by some of the state legislatures the trade should find solace in the knowledge that the business today is not hampered as much as in the olden days. Much of the legislation to-day is passed in response to the demands of people who have no comprehension of the tobacco question as it affects the health and morals of the general public.

In the olden days, laws were passed by some of the New England colonies forbidding the growth of tobacco except in small quantities and then only as a necessity for medicine to be taken privately by old men. Nowadays legislatures forbid the use of tobacco because it may require medicine to counteract its effects!

In the Colonial days, no man was allowed to smoke publicly nor in his own house in the presence of strangers. Fortunately these blue laws have long since passed into limbo and only to reappear occasionally in the guise of so-called modern reform. But the average American goes on smoking and chewing, merrily laughing up his sleeve at the false prophets. He wants his tobacco, and no law shall deprive him of it.

Victory for the Burley People.

In a suit at Louisville, Ky., judgment was entered on March 5th in favor of the Burley Tobacco Society and the Meade County Board of Control against parties who were attempting to sell pooled tobacco. The defendants paid all the costs, including attorneys' fees, and the impounded tobacco was turned back into the warehouse to be sold under the Burley terms. The Burley Society is enforcing its contracts vigorously and shows clean hands in court resulting in a decree.

From The Tobacco World Bureau, 910 Hartford Building, New York.

The A. H. Hillman Co. Liquidates.

THE wholesale jobbing and distributing house of the A. H. Hillman Co., 437 Pearl street, New York, has liquidated its business for the benefit of its creditors.

A. H. Hillman, the head of the company began his career in the tobacco business 35 years ago with P. Lorillard & Co. In 1887 he branched out for his own account and 8 years ago formed the present company—The A. H. Hillman Co. He has had a long, and up to about three years ago, a very successful trade, having handled and placed upon the New York market during these years some very large accounts. Notably among these may be mentioned the 7-20-4 cigar, manufactured by R. G. Sullivan & Co., Manchester, N. H., and for which his company were the sole distributing agents for this territory.

Mr. Hillman states that as far back as three years ago, he could foresee the inevitable future for his company which handled only independent manufacturers' goods.

He began curtailing expenses in every way possible, and from time to time became encouraged, but only to finally decide to give up the struggle and to call a meeting of his creditors which was held on Monday, March 7th. After thoroughly discussing the matter, the creditors appointed a committee composed of Jacob Wertheim, George S. Nicholas, Joseph Monday and Stephen G. Ruth, who took full charge and will liquidate the affairs of the company for the benefit of the creditors without the additional expense of a receivership.

The liabilities are about $23,000; actual assets, about $15,000.

Mr. Hillman's recent experience exemplifies the situation regarding the independent jobber in New York City to-day.

Ruy Lopez Ca. Build New Factory.

Ruy Lopez Ca., whose New York offices are at 86-88 Fulton street, have the construction of a new factory at Key West now well under way.

It will be a very substantial and thoroughly up-to-date building, two stories in height, with a frontage of 213 feet and depth of 124 feet, and a courtyard in the centre.

The building is to be of pressed concrete construction with monolithic columns balanced with water tanks on the towers at either end, thus affording a gravity service throughout the factory, as well as a ready protection in case of fire.

There will be ample room for seating 650 cigarmakers, which will permit of an annual output of fifteen million cigars.

Thomas G. Thompson, vice president and teasurer, whose headquarters at the New York office is gratified not only on account of the excellent trade they are enjoying at present, but also in the anticipation of the Ruy Lopez Ca. occupying their new quarters in the near future, the date of which should not be later than August.

H. Duys & Co. Inscription Buyers.

John H. Duys, of H. Duys & Co., one of the leading Sumatra houses of the United States, sailed from New York per steamship "Oceanic" on February 26th, and has been for a week past in Amsterdam, studying the business situation there and attending the inscriptions.

Mr. Duys cabled his house on the 11th that the crop for 1910 was away below standard, and that old goods were in vigorous demand. He secured an assortment of 500 bales of old light tobacco during his first week, and is watching closely for any new which is worth while.

Mr. Duys will remain abroad till about the middle of April, and upon his return to New York, his brother, Harry M. Duys, will visit Amsterdam and remain until the inscriptions are completed.

Havana Expert in New York.

René Berndes, of the leaf tobacco firm of J. F. Berndes & Co., Havana, arrived in New York on the 8th on the Ward liner "Saratoga" for a brief business stay. Mr. Berndes is Vice-Consul of Austria at Havana, and was the secretary of the Agricultural Commission appointed by President Gomez some time ago to report on the tobacco fields of Cuba and suggest methods for betterment. The commission's report created a vast amount of discussion both favorable and unfavorable, but the keynote of it, which was for irrigation, can hardly be disputed.

Edgar Ware, of the United Cigar Stores Co., returned to New York on the 8th after a business trip to Havana.

Acker, Merrill & Condit Co. Employees Entertain.

THE AMCEHAT SOCIETY, which is composed of employees of the Acker, Merrill & Condit Co., held their sixth annual meeting on March 8th at the Grand Central Palace, N. Y. City. The earlier part of the evening was devoted to a vaudeville show comprising eight acts, which was followed by an extended program of dancing. There were about 1000 members and friends present.

Mr. S. N. Higbie, Secretary of the Society, which, by the way, is for the benefit of a sick fund, deserves great credit for the success of the entire function.

The cigar department of the various stores was well represented, and Mr. S. P. Coe, manager, took special pains to see that his department acquitted itself creditably.

D. M. Frank, the New York cigar manufacturer with a factory on 52nd street, has taken the building formerly occupied by the Ash Cigar Company, of Poughkeepsie, and will open a factory there.

A. T. Co. Earn Thirty Million in 1909.

THE annual meeting of the stockholders of the American Tobacco Co. was held at the corporation office, 110 First street, Jersey City, on Wednesday, March 9th, and over 91% of the stockholders on record were represented.

The reports of the various officers of the company disclosed the fact that the big combination was in better shape financially and from a business organization standpoint than at any time previous.

The net earnings of the company as given in the report of J. M. W. Hicks, treasurer, for the year ending December 31st, 1909, reached the enormous amount of $30,448,384.24.

The corporation paid out in 1909 in four dividends of 2½% and an extra dividend of 25% on the common stock, $14,084,840 and this together with their fixed annual dividend of 6½ on the preferred stock amounting to $4,721,346, showed disbursements to stockholders of over $18,000,000.

The balance sheet of the year is as follows:

FINANCIAL STATEMENT.
DECEMBER 31st, 1909.

Assets:			
Real Estate, Machinery, Fixtures, Trade Marks, Patents, Good Will, etc., ...		$113,772,672.37	
Leaf Tobacco, Manufactured Stock, Operating Supplies, etc., ...		38,743,754.06	
Stocks in Foreign Companies, ...		21,763,232.35	
Other Stocks and Bonds, ...		77,071,001.21	
Cash, ...		14,241,888.16	
Bills and Accounts Receivable, ...		20,419,081.74	
Total Asset, ...			$286,011,629.89
Liabilities:			
Capital Stock—Preferred, ...		$78,689,100.00	
Common, ...		40,242,400.00	
6% Gold Bonds, ...		53,821,450.00	
4% Gold Bonds and remaining 4% Gold Bonds of Consolidated Tobacco Co. not yet exchanged, ...		51,354,100.00	
Provision for Dividend on Preferred Stock, for Quarter ending Dec. 31, 1909, payable Jan. 3, 1910, .	$1,180,336.50		
Accrued Interest on 6% Bonds, payable April 1, 1910, ...	807,321.75		
Accrued Interest on 4% Bonds, payable Feb. 1, 1910, ...	855,901.67	2,843,559.92	
Provisions for Commissions, Allowances, Advertising Funds, etc., ...	7,664,796.91		
Accounts and Bills Payable, including amounts due to Companies in which this Company holds Stock, ...	8,897,083.03	16,561,879.94	
Total Liabilities,			243,512,489.86
Surplus,			$ 42,499,140.03

The election of directors for the ensuing year resulted in the return of the old board intact, which includes:

George Arents, Robert D. Lewis, Anthony N. Brady, Pierre Lorillard, Paul Brown, Thomas J. Maloney, James B. Duke, Rufus L. Patterson, Caleb C. Dula, Oliver H. Payne, Robert B. Dula, Frank H. Ray, George W. Elkins, Thomas F. Ryan, Howard M. Hanna, Grant B. Schley, William R. Harris, Robert A. C. Smith, George A. Helme, Robert K. Smith, Percival S. Hill, George D. Widener, Herbert D. Kingsbury, Peter A. B. Widener, and Thomas B. Yuille.

At a meeting of the board of directors held at 111 Fifth Avenue, on March 10th, the officials of the company were all retained in office without change.

The executives are:

James B. Duke, president; Caleb C. Dula, vice-president; Robert B. Dula, vice-president; William R. Harris, vice-president; Percival S. Hill, vice-president; Thomas J. Maloney, vice-president; Josiah T. Wilcox, secretary; Joseph K. Gwynn, assistant secretary; John M. W. Hicks, treasurer; J. Fletcher, Jr., comptroller; William H. Schroder, auditor; J. W. Hall, assistant auditor; J. B. Jeffress, Jr., assistant auditor; William Luhman, assistant auditor; D. C. Phillips, assistant auditor.

Park & Tilford's New Store.

A new store has been opened by Park & Tilford at 87th street and Broadway, New York. The cigar department of this new branch should prove one of its most profitable features, the store being particularly well situated to cater to a high-class trade. Harry Gilberg will have charge of the cigar department and will have a stock made up not only of all the important independent brands, but will devote particular attention to the "Rey Eduardo" and "Mi Favorita," the Key West brands which are controlled exclusively by this house.

New York News at a Glance.

Pavon Alvarez, of Pavon Alvarez & Co., 78 Pine street, sailed February 26th on the steamer "Caracas" for Porto Rico, where he will remain for about three months. This company not only have a factory at Ciales, but are growers and packers of Porto Rican leaf tobacco. Ramon Novoa, their Western representative, who recently returned from a tour of the West, going out as far as Kansas City, reports a very successful trip and states their factory is running to its full capacity.

A. Rodriguez & Co., 149 Duane street, will remove about April 15th to more commodious quarters at 118 Pearl street.

F. Garcia, of F. Garcia & Bros., 24 Warren street, sailed on March 5th for Havana. He will also visit Key West and Tampa and will return to New York in about four weeks.

The J. & O. Altschul Tobacco Co., of New York City, have organized with a capital of $5,000.

Marcelino Perez, of Marcelino Perez & Co., left New York on March 10th for Hot Springs, Arkansas, where he will take a rest for about three weeks.

E. M. Schwarz & Co. are moving into their new factory at 29-35 East End avenue, New York. The business enjoyed by this house on their "Charter" and other standard brands has necessitated larger manufacturing facilities.

J. D. Manton, of Manton-Govern Co., who recently returned from Porto Rico, left New York again on March 9th for an extended trip through the Middle West. He will visit all the principal cities going out as far as St. Louis, and making a second call at Chicago on his way back. He will be away from two to three weeks as occasion demands.

Heads of the firm of E. Rosenwald & Bro. are somewhat scattered these days. Nathan Bijur is in Europe on his wedding trip, B. Neuberger is in Australia, and A. Bijur is in Wisconsin looking after the packing there.

Jackson H. Kelly, the live-wire salesman of Solomon Brothers and Stern, New York, made a trip through New England last week in the interests of the "Apolomo," the new Havana cigar.

Mr. Kelly speaks enthusiastically of the reception which these goods are meeting.

A fourteen-story brick office building will be erected by Wm. M. Davis, the Syracuse (N. Y.) tobacco dealer, at the corner of South Salina and Jefferson streets. The Casino store of the Wade-Cooke chain will be located in the new building.

Meeting of Leaf Tobacco Men.

THE annual meeting of the Philadelphia Leaf Tobacco Board of Trade was held on March 8th at the Harris Club on New street, above Third.

All of the former executive officers were re-elected and are as follows: Julius Vetterlein, president; Sidney Tabe, vice-president; J. S. Batroff, secretary, and W. H. Dohan, treasurer.

The Board of Directors is composed of Harry W. Bremer, George Burghard, L. G. Haeusermann, Samuel Weinberg, and Charles Hipple. The last named is a new member of the board, who succeeded Harry Hirschberg, retired.

The business transacted was largely of a routine nature. It was expected that at this meeting delegates would be chosen to attend the convention of the National Cigar Leaf Tobacco Association which will convene this year at Hartford, Conn., on May 9th and 10th, but the matter was deferred for consideration at a later date.

The following resolutions bearing upon the strike situation were adopted:

"WHEREAS, Owing to the exaggerated statements of conditions in our city, arising out of the carmen's strike, which have been and are being daily published by the newspapers of both this and other cities, we believe it to be the duty of all true citizens of Philadelphia to make known in no uncertain way their demand that such exaggerated statements shall cease to be made; and,

"WHEREAS, The opportunities seized by other cities to alarm the public and thus prevent their merchants from coming to Philadelphia have become so apparent, and are having such bad effect, that the entire business interests of our city have and are suffering; therefore, be it

"*Resolved*, That the Philadelphia Leaf Tobacco Board of Trade request our home newspapers to cease publishing any articles likely to inflame the public mind; but, on the contrary, to make known the exact conditions, we believing that if this were done business conditions would immediately resume their ordinary channel; and be it further

"*Resolved*, That we, having in mind only the honor and fame of our beloved city, do hereby approve and indorse the efforts of the city authorities in maintaining order and suppressing lawlessness and the destruction of property, and we hope and trust that all the power at their command will be invoked and used for the purpose, if necesssary."

Charles E. Crawford, with the Havana leaf importing house of Dohan & Taitt, returned a few days ago from a visit to Havana, where he was successful in the procurement of additional supplies of desirable leaf for his firm.

Felix Eckerson, of F. Eckerson & Co., of this city, last week visited the trade at Lancaster and vicinity.

Neuman & Mayer Company Open New York Branch.

IN order to keep in closer touch with the New York trade, the Newman and Mayer Co. of Philadelphia, have opened offices in the Prescott Building, 529 Broadway. Moe Minzheimer, formerly manager of this branch of the Hillson Co., has been installed as manager. A complete stock of the goods manufactured by the Newman and Mayer Co. will be carried to New York to supply the immediate wants of the Metropolitan District, New York and New Jersey.

H. E. Minochew, who was also associated with Leo. W. Mayer the new partner in the Hillson Co., has joined the selling forces of the Newman and Mayer Co., and will represent them in New England.

Much Activity at 44 Factory.

It is reported by the 44 Cigar Company that their large new plant at 11th and Wharton streets is at present taxed to its full capacity and that overtime work is necessary to keep pace with the orders coming in. Some very substantial orders have been received lately from O. L. Myers, who is covering the West. The "44" cigar is gaining very rapidly in public favor in that section of the country. Mahlon A. Funk, representing the factory in Pennsylvania, is now also out and some nice orders are coming in daily.

Fine New Store in Business Centre.

Albert D. Miller, who formerly conducted a cigar shop in the fashionable district of Germantown, Wayne avenue and Berkley street, has leased a store on the southeast corner of 11th and Sansom streets, and will this week open a shop there. Mr. Miller is having the place entirely renovated, and when completed, it will be one of the most attractive retail stores in the business section. A pool parlor will be opened in the rear.

The H. Sommer Company factory at Quakertown is reported to be receiving an encouraging run of business during the past week or two, and they notice a specially strong demand for their "Dorothy Dix" and "King Clay" brands of nickel cigars, as well as the "La Tendencia," a ten-cent Havana and broad leaf proposition. Mrs. Henry Sommer, accompanied by Mrs. Ferd Sommer, left about a week ago upon a three months' cruise in the Mediterranean for the benefit of the health of the senior Mrs. Sommer.

The February Production.

ACCORDING to the report of the sale of internal revenue stamps made by Collector McCoach, the output of tobacco products in the First Internal Revenue District of Pennsylvania, during the month of February shows up encouragingly well for the cigar trade, but not so good in the manufacture of cigarettes, snuff and tobacco.

The figures are as follows:

	Feb., 1909.	Feb., 1910.	Increase.
Cigars, at $3	47,362,690	49,594,450	2,231,760
Cigars, at 5¢	12,156,000	16,363,900	4,207,900
			Decrease.
Cigarettes, at $3	19,000	22,500	3,500
Cigarettes, at $1.08	8,181,550	8,218,400	36,850
Cigarettes, at 5¢	868,500	817,000	51,500
Snuff, at 6c. (lbs.)	887,650	758,695	128,955
Tobacco, at 6c. (lbs.)	91,152	63,787	27,365

Not since February, 1907, have these figures of cigar productions been exceeded during the past ten years, but it has been growing more or less steadily since 1900, when the production of cigars amounted to only 36,597,275.

It will come as an agreeable surprise to the manufacturing industry, because it was believed all during the month that the month must show a decrease.

Strike Has Slight Effect on Factories.

Philadelphia cigar manufacturers were, upon the whole, fortunate that they were so little affected by the general labor strike. In only a few instances was there a walkout of sympathetic strikers, and at last reports many of these were returning to their work. In fact, some of the largest factories were not affected at all, and have their usual forces at work. It is believed that within a very short time the conditions will again be entirely normal.

On behalf of the Philadelphia Leaf Tobacco Board of Trade, Mr. Julius Vetterlein, president of the local body, attended a meeting of the United Business Men's League on Friday afternoon last, and reports that he was much pleased with the opinions expressed by those who attended. He feels convinced that there are only good motives behind the movement for the restoration of peace between the workingmen and their employers.

John N. Kolb, president of the Theobald & Oppenheimer Co., is now actively preparing for his annual visit to Amsterdam, in quest of new supplies of Sumatra tobacco for his firm. He will in all probability sail on March 22d, and will be away several weeks.

Arthur Hogen & Co., now at 153 North Third street, will shortly remove to 152 North Third street, just across the way, where increased facilities will be at their command. The building is now undergoing extensive alterations and a thorough renovation.

The M. J. Dalton Cigar Co. are now comfortably domiciled in their new quarters on South Thirteenth street, below Chestnut, which was formerly occupied by the Broomal-Lafayette Cigar Co.

S. Shepherd & Son, jobbers and wholesale dealers, for many years at 1520 Market street, have removed to 1628 Market. The new premises is a well-appointed building, and every facility and comfort is now enjoyed. Their business has shown a healthy growth, making this change to larger quarters very desirable.

Nearly fifty per cent. increase in the volume of their business on Cressman's "Counsellor" cigars is reported during the present year as compared with the corresponding period of last year. In fact February sales were the largest in the history of the house.

JULIUS VETTERLEIN

Re-elected President Philadelphia Leaf Tobacco Board of Trade

Philadelphia Pointers.

Adolph Loeb, of K. Strauss & Co., has been confined to his home by illness for several days, but is now improving rapidly and it is hoped that he will soon again be about, as usual.

John H. Boltz, of Boltz, Clymer & Co., returned to Philadelphia last week after a successful trip through the West as far as the Pacific Coast. Mr. Boltz expects to leave shortly for Tampa to direct the work of building the new factory there.

Bayuk Bros. report that they have been sold ahead almost constantly this year so far. The local demand for their "Havana" ribbon cigar, as well as from their salesmen traveling through Western States is highly encouraging. Mr. Samuel Bayuk, of this firm, is at present away on a pleasure trip to Europe.

"King High" Cigars in Northwest.

According to advices received from A. D. Killheffer, Millersville, Pa., the "King High" brand of cigars manufactured by him are meeting with great favor in the Northwest, and duplicate orders are beginning to arrive in goodly numbers.

At this factory are also made the "Forecaster," "Lord Kroyden," "Cuban Brownies" and other brands which have an extensive following in the East, and the factory forces are fully employed to meet the demand for these goods.

Has the Court Decided?

Press dispatches from Washington dated March 5th were full of tips and rumors to the effect that the Supreme Court had decided the Tobacco Trust case and that somebody had leaked. The "dope" decision, as rendered by the tipsters, is 6 to 2 in favor of the American Tobacco Co.

We have not the slightest idea that anybody knows what this decision is, but there are many who believe it will be on conservative lines and that stocks will not be affected thereby.

TAMPA, Fla., March 12.

THAT incipient strikes, lockouts, the bickerings and ill-feeling that lead up to these climaxes, are now practically impossible in the cigarmaking industry in this city, was amply illustrated in an incident which occurred here last week at the factory of Garcia, Pando & Co. It appears that some few cigarmakers at the factory in question were put to work on a certain shape cigar at a price that occasioned no comment from them at first. Later, they learned that the shape in question called for, say, $6 per thousand more than they were getting. Their union promptly took the matter up, calling attention to their scale on this shape, and ordering the men to stop making that size.

The manufacturers in question were ignorant of the scale, but the matter was quietly and readily adjusted by the proper committees from the Clear Havana Cigar Manufacturers' Association, and the union, with the result that the scale was found to be as the union claimed, and it was immediately paid by the Garcia, Pando Company, who had no desire to cut wages on their employees and were amenable to being "shown".

There have been several similar incidents, where the committee in charge of such matters from the Manufacturers' Association, whose interests and rulings are guarded over by President Enrique Pendas, of the Pendas & Alvarez house, have heard both sides in the matter and ruled in an equitable and satisfactory manner to all parties. As a result, labor conditions here are on a highly satisfactory basis.

Business here continues in good volume for all of the factories and the outlook for the summer months points to a steady demand for the Tampa product. Receipts of tobacco from Cuba since March 1 totaled 2,570 bales. In one consignment this week there were over 1,000 bales for the Havana-American Company. Internal revenue receipts for the month of February—always an excellent barometer of the output of the factories—totaled $63,009.40, an increase over February, 1909, of $7,307.08.

B. Balbin, of Balbin Brothers, makers of "Elisardo," has returned from a visit to Cuba, where he spent some little time on business. Mr. Balbin declared that the drouth which has invaded Cuba has done damage to the Vuelta Abajo section, the recent rains being too late to be of much material benefit. Partidos, he was informed, would probably yield a good supply, but just how weather conditions which have obtained will affect the quality could not be determined at this early date. He found conditions on the island very favorable, generally speaking, but declared that there was not much doubt about Greater Tampa being that center of the clear Havana cigar manufacturing industry to which all manufacturers now turn a watchful eye.

That the growers of Florida tobacco are preparing for a busy year is evident from the reports which come to this city from Gadsen County, the Florida center of the newly-formed American Sumatra Tobacco Company. Tobacco beds are being sown there preparatory to tobacco planting. Considerable sun tobacco will be planted, but just what the acreage of shade tobacco will be has not yet been determined.

A movement is on foot here now, having been taken up by the Board of Trade, which may mean a new and short line of railroad connecting Atlanta and this city. Directors of the recently formed Jacksonville and Atlanta Short Line have invited Tampa to aid them in building a tap line from this city north, to their main line, connecting at Dupont, Ga. Such a road would mean a more direct and much shorter haul from this city to Atlanta, and the territory adjacent to and beyond there.

The work on the Boltz-Clymer & Co. factory is progressing nicely. Architect Fred J. James has just received a water color of the building, made from an architect's perspective, and it is a handsome thing. The color scheme of the building will be dark red, the gables and Colonial columns white.

Vice President Torre, of the Sanchez y Haya house, is looking forward with pleasure to being located in the firm's new factory. They are cramped for space in the old building, the volume of business having outgrown the present quarters. The special shape, "Pacific" brand is meeting with considerable success on the Pacific Coast and in the Middle West.

Judge J. B. Wall, sitting in chancery, has denied the application for an injunction to restrain the Briskol Cigar Company from using the brand, "P. H. S.," asked for by attorneys for Val M. Antuono, manufacturer of the well-known "C. H. S." brand. The court denied the application on the ground that the use of the letters, "P. H. S." did not constitute an infringement on the Antuono trade-mark.

F. Garcia, head of the house of F. Garcia & Brother, will arrive here from New York Saturday. The Garcia factory, recently damaged by fire, has been repaired, and business is reported as excellent by them.

James Fernandez, son of Ramon Fernandez, the well-known manufacturer, should arrive from the Northwest in about two weeks. He has been on the road in the interest of the firm for the past few months. Mr. Fernandez is a young man who has been given a thorough training in his father's factory in every detail of the cigarmaker's art. He is now meeting the trade, completing his education in the business of manufacturing and placing the clear Havana.

M. S. Long, proprietor of the Flatiron cigar store, and some half dozen other cigar stores, in Akron, Ohio, was a visitor to Tampa during the past week. Mr. Long spent some time inspecting the factories here. He was delighted at the cleanliness of the factories he visited, and declares he will be in a position to refute anybody ever again "romancing" to him about the Tampa product being made in unsanitary places, the tobacco being mixed up with scraps and sweepings.

Antonio Rico, formerly connected with Samuel I. Davis & Co., is now a member of the firm of Carlos Toro & Co. Mr. Rico is a manufacturer of high-grade clear Havana cigars with more than 30 years' experience to his credit. Carlos Toro, head of the firm, prominent in municipal politics, finishing up his third term as a City Councilman now, left during the week for the Southern territory, thence on to the Middle West and Canada, in the interests of his firm.

E. Regensburg & Sons will shortly move into their new factory, which is one of the finest in this city. During the past six months the Regensburg firm have been so pressed for space in their temporary factory by virtue of the tremendous volume of business they were doing, they were compelled to add additional quarters in order to keep up with their orders.

Receiver for Zanesville, O., Factory.

As a result of the suit brought by Ethie Lindsay, a receiver has been appointed for Lindsay & Zimmer's cigar business at Zanesville, O. The plaintiff alleges that Grant E. Zimmer, her partner, mismanaged the business and failed to turn over to her her share of the profits. She also asked for a dissolution of the partnership. The business will be continued under J. H. Schofield, the receiver, until further orders from the court.

Trade in Chicago and the West.

Splendid Hotels and Public Buildings Add Vitality to Trade—Big Demand for Stogies and Five-Centers.

CHICAGO, March 6.

WHETHER it be from the bitter cold weather and need of comfort and consolation incident thereto, there has been an enormous trade done in all branches of tobacco during the winter and this early spring season in Chicago. You know we have had two or three magnificent hotels to go up this winter, and it is an axiom that wherever there is luxury and style there is the curl and aroma of tobacco smoke. Men think and smoke tobacco, as the old poet bade us to do in your last issue, and then they smoke and chew when they are not thinking, so that the tobacco raisers get them both going and coming.

There has been a big demand for 5-cent goods all winter here, as there has been for Pittsburg stogies, and stogies from other points.

Detroit has felt Chicago's impulse this winter, and has sold lots of stuff here. A number of busy cigar stores and stands have been opened, with a few of these offering inducements for box buyers, and are well worth being rated as jobbers and wholesalers.

All the hotel stands in the city worth mentioning are in good shape, though the consumer does squeal at the fancy prices some show cases display.

Hosmer & Co. have imparted new life to their trade by appointing L. H. Baker manager of their entire tobacco department. Mr. Baker is going over their line, and has already decided adding two or three makes in addition to those he will retain.

The official schedule of Mr. T. Murdock's estate (formerly of Reid, Murdock & Company) shows him to have been a very wealthy man, his assets running up to between $4,000,000 and $5,000,000.

Mr. Henry Taussig, returning from the South, had something interesting to say of the Sumatra Tobacco Company, which is taking up some valuable lands in South Georgia and North Florida. Mr. Taussig found evidence South that good tobacco lands could be had in the section mentioned, and the hopes of the promoters are buoyant for a far-reaching industry.

Trade was somewhat surprised to learn that Engelman, of St. Paul, was making a test of the Chicago market. He has opened an office at 34 Wabash avenue.

No. 622 West Randolph street is now the habitat of a manufacturing corporation known as La Ventura Cigar Company. Secretary Charles Liebovitz states that they will have several brands of cigars which will be heard from, in sizes adapted to popular needs.

The registration books of the Auditorium, La Salle, Palmer House and other leading houses disclose the names of a big number of cigar and tobacco salesmen within the past 30 days.

A big State street dealer says that THE TOBACCO WORLD in its new dress is a specimen of Eastern yellow journalism, but he wants more of it, and I enclose his subscription herewith.

Those Filipino cigars have been obtruding themselves in the Chicago market lately, and one dealer thinks the best way to get rid of them is either to smoke them up or smoke them out, both of which methods I find are pursued here.

I learn that a brand of bright golden chewing plug is to be marketed shortly by an independent concern, claiming a new process and most delicate flavoring. A name has been asked for from a number of experts in nomenclature.

Good news reaches here concerning Ohio and other tobacco centers of the Central West. The meeting at Dayton recently seemed to have had a good effect.

IROQUOIS.

At the age of 70 years Emanuel Blatt died recently at his home, 1916 Berks street, Philadelphia. For more than 40 years Mr. Blatt was engaged in the cigar business, and for the last ten years had been a resident of this city. After having spent 30 years in the trade in Cincinnati, he came to this city and formed a partnership with the late Isadore Liberman, under the firm name of I. Liberman & Co., but after several years of business the firm dissolved. In the meantime his two sons, Alfred and Samuel Blatt, established a retail cigar stand at Columbia avenue and Sydenham street, and after Mr. Blatt's retirement from the firm of Liberman & Co., he joined his sons in business. The retail store was sold out and the firm moved down town, taking offices in the Burd Building, at Ninth and Chestnut streets. The business will be continued.

John McIntyre Stewart, one of Baltimore's pioneer cigar and tobacco merchants, died at his home in that city March 2nd, at the age of 68. Mr. Stewart started in business in 1867, when the firm of Stewart Bros. was founded. The title was afterwards changed to the Stewart-Skinner Company and the deceased retired from business in 1901.

The dead body of a man found near the track of the N. Y. & Putnam R. R. above New York February 28th, proved to be that of Peter Oussani, manager for the tobacco firm of Yah & Oussani, 45 Broadway, New York. It is supposed that, carried by a station, he left the train and was run down while walking back.

Theophilus Plueger, of 237 North Eighth street, Allentown, a well-known cigarmaker of that city, died March 6th. He was born at Seiderville in 1845, and is survived by his wife and three sisters.

Charleston, S. C., mourns one of its most estimable citizens in the person of Carl Conrad Plenge, who died in that city March 6th, aged 62 years. He was born in Cassel Province, Hess-Nassau, Germany, and came to Charleston when but 24 years of age, at the close of the civil war. His first business was hats, but when Louis Neumeyer died, Mr. Plenge bought his cigar and tobacco store out, continuing both businesses. He was treasurer of the German Friendless Society and vice-president of the Shafts Bund, and otherwise prominent.

Must Remove Tobacco Signs.

Acting on the Bible apothegm that a wicked and idolatrous generation demandeth a "sign", the American Tobacco Company has been carrying this truth into various parts of the country. Little trouble has been had until the classic city of Harrisburg, Pa., was embellished with signs relating to "honest scrap tobacco". This grated on Harrisburg's aestheticism and caused the American Civic Association, through J. Horace McFarland, to address the A. T. Co. as follows:

"Certain representatives of yours have been tacking up about Harrisburg signs relating to Honest Scrap Tobacco. I hardly believe you know that these signs are altogether illegal under two Pennsylvania laws, one the act of 1903, which requires the written consent of the owner or tenant, and the other of 1881, which also requires consent. Both of these acts carry penalties, one of them including imprisonment."

The company is given two weeks in which to remove the signs.

Price Cutting Unabated in Boston.

Local Cigarettes Cut in Face of General Advance of Other Brands.

BOSTON, Mass., March 12.

BUSINESS in the cigar and tobacco trade has been quiet for the past two weeks. The United Cigar Stores have discontinued selling local brands of ten-cent cigars for 5 cents, but the Jaynes-Riker Co. Adams House drug store and a few others have been selling these same brands at 6 cents, which leads many to believe that this price will remain an established one. Owing to the recent advance in prices of some cigarettes, retailers cannot cut the prices on their goods, but continue the cutting. Local brands, which up to recently were selling at 7 cents straight, are now going at 6 cents each, many being sold less than cost.

The new Jaynes-Riker drug store on Washington street near Boyleston street will open for business on March 23rd, and it is expected that there will be "things doing" between this new store and the Adams House drug store, whose place of business is very close by.

The large cigar factories here, with few exceptions, are very busy. Jobbers report collections a trifle slow, but look to a speedy improvement in same as the "open door" season is near at hand.

Sam S. Rosenthal, of the jobbing house of Rosenthal Bros., is in New York this week, on a trip combining business with pleasure.

"Kid" Nichols, representative of the Phillip Morris Company, reached here yesterday from a brief trip to Atlantic City. Jack Warsowe, another one of the firm's representatives, has just returned from a highly successful trip, taking in the principal towns in Connecticut and Massachusetts.

M. M. Frank has begun manufacturing cigars in City Square, Charlestown, under the title Charlestown Cigar Company. Mr. Frank is using the blue label of the Cigarmakers' Union. His leading brand is the "Frankbros," old-fashioned twisters.

Martin Roche has discontinued retailing cigars and tobaccos in connection with his steamship selling tickets in City Square, Charlestown.

Joe Rogers has recently opened an up-to-date cigar store on Washington street, South End, which promises to become a good paying venture.

Henry H. Stadeker, representing the Manila Import Company, Chicago, importers of Manila cigars, was a caller on the jobbing trade this week.

Henry Ottenberg, representing the A. F. Hostetter Cigar Manufacturing Company, Hanover, Pa., was also going the rounds this week with a nice line of cigar samples.

H. J. Hoffman is now representing the Turco-American Tobacco Company, N. Y., here, whose leaders are the "Omega" and "Astron" brands of Turkish cigarettes. Mr. Hoffman is a hustler from the word go and ought to improve the business done in this locality by his concern.

Louis Altschuler, manager of the Elm Smoker cigar factory on Elm street, was recently married. This factory has been very busy during the slack season, as there is an increasing demand in the trade for the "528" and "Elm Smokers".

The Surbrug Company is now packing in all of its brands of cigarettes pictures of prominent pugilists, which is helping the sale of same considerable.

The new "Nestor" majestics are taking hold here nicely since their introduction. This brand is being placed with every high-class retailer in town. The factory in Roxbury is reported to be very busy.

BEN ALI.

A Nurnberg Maker of Pipes.

AN interesting visitor has been at the Hotel Imperial, New York, during the past week in the person of Mr. A. Eckert, of Nurnberg, Germany, who is responsible for many of the interesting creations in German pipes which find their way to the United States.

A WORLD representative saw Mr. Eckert at the hotel, who gave him some very interesting facts concerning the manufacture and history of the European pipe industry. The house of Eckert has been in the pipe business in Nurnberg as long as memory recalleth and is undoubtedly one of the oldest concerns in the world, being, incidentally, pioneers in the production of brier pipes. Mr. Eckert claims that the English Bull Dog and briar pipes did not originate in Great Britain, but were of French creation, and that it was only in recent years that the Britisher commenced to make his pipes at home and quit importing them from France and Germany. He called particular attention to the fact that the long-stemmed pipes with which Teutons have been for so many years indissolubly connected, were going out of favor in Germany, and that the Germans are to-day more largely using short-stemmed briars than any other variety.

It is odd to note that most of the briar root which is utilized in the production of pipes to-day is imported from the island of Corsica. Originally the root came from the Pyrenees mountains. The supply in that section, however, seems to have been largely curtailed and better results were found to be obtained from the Corsican supply. The manufacture of briar pipes with the amber stem is a laborious process, and it takes fully an hour to turn out one of the completed articles, though, of course, the modern manufacturers are making them to-day in large quantities at the same time.

Mr. Eckert said that the supply of amber is becoming more and more limited and that the lumps which are found are smaller and smaller each year; the cigarette holder of pure, solid amber to-day commanding in the market twice the price that it did ten or fifteen years ago. In the consumption of pipes the German manufacturer rates the United States as the third market of the world. He states Great Britain is the largest market according to population and the demand in South Africa is second. The German consumption of pipes, Mr. Eckert says, has been largely augmented during the past year owing to the tariff of 15 per cent. which was placed on the importation of cigars.

Mr. Eckert will remain in the United States for probably six weeks, and during that time will visit the leading trade centres of the country.

New Enterprises and Improvements.

The Batesburg (S. C.) Tobacco Co. is being formed there by A. C. Jones and C. E. Jones.

Barnet Simon has taken additional space and will enlarge his cigar factory at Newburyport, Mass.

It is reported that the United Cigar Company will open a store in the Rogers Building at Hamilton, O.

The J. C. Luckett Cigar Co., incorporated at El Paso, Tex., with $3000 capital.

The Oriental Tobacco Co., of St. Louis, Mo., has increased its capital stock from $100,000 to $150,000.

The American Cigar Co., Parkersburg, W. Va., will enlarge their plant with a handsome three-story brick structure. They employ over 1,000 hands now.

James Haley has bought the Harvard Stearnes' cigar factory at Clinton, Ind.

A new cigar factory will be opened at Taunton, Mass., under the management of John Moss, formerly of Lynn.

To Enjoin Cincinnati Mail Order House.

American Cigar Company Brings Suit Against Ohio Firm of Same Name.

CINCINNATI, O., March 11.

ATTORNEY SIDNEY G. STRIKER, representing the American Cigar Company of New Jersey, last week filed a bill in equity in the United States Circuit Court, Covington, Ky., in which the court was asked to issue an injunction against the further conduct of a mail order business operated by George A. Shaw and his wife, Blanche I. Shaw, in Cincinnati, under the name of the American Cigar Company. The New Jersey corporation, which manufactures about 90 per cent. of the cigars in America, claims that incalculable damage has been done to its business and reputation because the Cincinnati concern had misled the public into the belief that they were doing business with the big corporation. The suit came as the result of many complaints to the American Cigar Company by dealers from all parts of the country who had answered advertisements, offering large salaries to salesmen. The workings of the firm had also been brought to the notice of the Mayor and Chief of Police of Cincinnati.

The petition states that the scheme employed by Shaw was a grossly fraudulent one. Those who answered the advertisements for salesmen and resident managers were obliged to deposit $6 for samples. These samples consisted of 12 boxes, each containing a dozen cigars. The understanding was that the $6 would be refunded as soon as the commissions amounted to $20. There was a "joker" in the contract, however, which provided that if three cigars had been taken from a box, the samples could not be redeemed. As it would be impossible to make a sale without giving away some of the cigars, there was little chance for the salesman to redeem his deposit. Tobacco experts who examined the samples fixed their value at about $2.60.

Judge Cochran took the matter under advisement and a preliminary hearing of the case will be given in the near future.

The work of remodeling the store at the southwest corner of Fifth and Walnut streets, which is to be occupied by one of the United Cigar stores, is well under way. The new store will probably be in operation next week.

Oscar H. Gassman has been in Knoxville, Tenn., negotiating for the purchase of a large retail cigar store there. It is said that Mr. Gassman is acting for an Eastern concern which will conduct the business if he should be successful in putting through the deal.

The factory of W. W. Bozman, which is to be operated in connection with the store on Walnut street, was opened last week. Clear Havana goods will be manufactured exclusively. The names of the brands have as yet not been announced.

A new small cigar, "Peaches and Cream," has been placed on the market by Henry Straus. It is made up in packages of 6 for 10 cents and has been greeted favorably by Queen City smokers. Mr. Straus has just left town for a short vacation trip to Hot Springs.

Sam. Morehead, who was formerly with the American Tobacco Company, was in town for a few days last week. He visited a number of his friends in the trade and stated that he may re-enter the tobacco business.

J. H. Braman has joined the selling forces of the J. S. Hill Company.

Sam. Straus, of Straus Bros. and Company, returned last week from a business trip to Havana.

As compared with February, 1909, the United States revenue report for the First District of Ohio for the month just passed shows a decrease in all lines of manufactured tobacco. The internal revenue collections from all sources during the past month amounted to $220,018.54, as compared with $230,999.44 for the same month last year. This is a decrease of $10,980.90, or about 7 per cent. The following tables show interesting comparisons:

THE MONTH OF FEBRUARY.	Feb., 1910.	Jan., 1910.	Feb., 1909.
Cigars, No.	14,727,440	16,015,490	16,090,880
Tobacco, lbs.	2,930,414	2,902,739	3,144,647
Small cigars, No.	.....	20,000	93,000
Cigarettes, No.	5,000	.....	.....
Snuff, lbs.	100	.....	.....

EIGHT MONTHS OF THE FISCAL YEAR.	1909-1910.	1908-1909.	Increase.
Cigars, No.	142,708,720	143,172,023	*493,303
Tobacco, lbs.	27,720,260	28,272,124	*551,804
Small cigars, No.	164,000	796,092	*632,092
Cigarettes, No.	5,206	3,435	1,801
Snuff, lbs.	112	224	*112

*Decrease.

TWO MONTHS OF THE CALENDAR YEAR.	1910.	1909.	Increase.
Cigars, No.	30,772,930	31,767,590	*994,660
Tobacco, lbs.	5,833,153	6,245,080	*411,927
Small cigars, No.	20,000	201,092	*181,092
Cigarettes, No.	5,000	9	*4,991
Snuff, lbs.	100	.....	100

*Decrease.

Burley Tobacco Reaches Record Prices.

LOUISVILLE, Ky., March 6th.—New high records in the Louisville market on the 1909 tobacco crop were reached yesterday. Not only did both dark and Burley tobacco sell at new high records, but the highest average for a crop of any size for this season was made. The offerings of tobacco were fairly large and they were of exceptional quality. In the Burley offerings there were several hogsheads of a fine cigarette type.

A crop of twelve hogsheads, raised by D. G. Taylor, in Bourbon County, and sold at the People's warehouse, contained five hogsheads of cigarette type, and furnished two of the records for the day, the highest price and the highest crop average. Prices realized on the twelve hogsheads ranged between $16.50 and $27.50, the average being $20.46. Five of the hogsheads sold at $22, $22.50, $23, $24 and $27.50.

Other good sales of Burley included five hogsheads, raised in Henry County by L. G. Forquer, which brought from $16.50 to $23, the average being $19.10, and one of fifteen hogsheads, raised by O. R. Williams, which brought from $15.75 to $22, with an average of $17.75.

Control of Havana Tobacco Company.

The Boston News Bureau, which assumes to tell inside facts about the big corporations of the country, states that the control of the Havana Tobacco Co., is held by the American Tobacco Co., through the American Cigar Co., which owns 166,782 shares. At the annual meeting Tuesday, March 1st, it was shown that the Guarantee Trust Co. holds title to 2,095 shares and that several thousands are owned by the Knickerbocker Trust Co. Bourke Cochrane, the Tammany orator and politician, owns 666 shares. The Havana Co. appears to be a holding company only, its selling agency being with the Henry Bock Co., which it controls. The operating expenses were found to be in excess of $145,000.

The Turner Produce Co., of Mitchell, S. D. has purchased the cigar and confectionery business of A. J. Davis, They will enlarge and decorate and conduct a fine place.

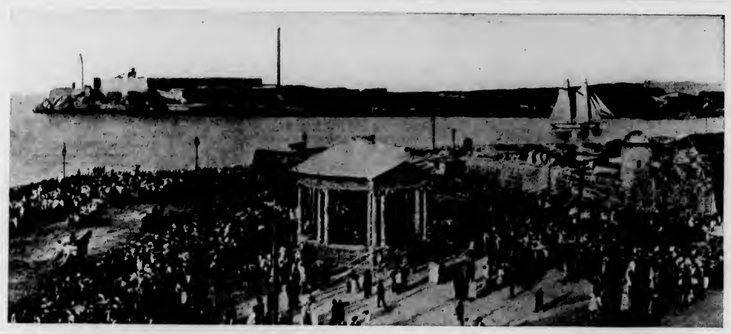
Pleased With "The World."

Permit me to congratulate you on the big change you have made in THE TOBACCO WORLD. Hoping you will keep it up to its present high standard, I am

Very truly yours,

J. M. PFLEIGER,
Red Hill, Pa.

The Louis Kindling Co., cigar manufacturers, will increase its force and have leased a four-story building at 348-350 Broadway, Milwaukee.



The Cuban Market

From Our
Exclusive Bureau
36 Zulueta
Havana, Cuba.

HABANA, Cuba, March 19th, 1910.

BUSINESS in our leaf market has shown a further retrograde movement, which, however, is not abnormal at this period of the year, as the season is nearing its end, and from now until the new crop should appear there is usually a lessened demand from all parts of the world. Stocks in first hands have decreased and still there are enough Vegas of Vuelta Abajo and Remedios for sale, which a careful and discriminating buyer could acquire upon advantageous terms. Of Partido there is next to nothing left in our market, but some lots of Semi-Vuelto might prove acceptable purchases. Most of our Spanish leaf dealers are not speculators and will part with their holdings with a slight margin of profit, even if the present outlook for the coming crop should warrant a stiffening of their asking prices.

The task of a prophet is usually a very ungrateful one. Hence the best policy seems to be not to speak too positively about coming events, as there is always the unknown, unexpected factor to turn up. Now just this state of affairs holds true about the coming crop, the general opinion here is, that the same has been injured severely by the drought and some high winds, therefore it should be shorter in quantity, and for the most part unsuitable in quality, owing to its retarded planting. Rains now would do no longer any good, as the plants in the field are withered and could not be revived; and still some old timers in the cigar manufacturing line have stated to your correspondent, that there is yet hope for an improvement, if some showers should fall this month, as such happenings have occurred many years ago, and when the spring rains did not set in before the month of June. Whether, however, the year 1910 will prove an abnormal one, deponent saith not.

That there will be some choice Vegas in this year's crop can be safely asserted, as there has never been a year yet, when some good tobacco has not been raised. The most fatal year was 1897, when the whole Vuelta Abajo crop would not burn, except the Remates section; from this region this year, the reports are also very favorable. Besides the plantations which have irrigation systems can be relied upon to produce good tobaccos. Some light rains fell in Havana on the 5th and 6th inst., but they came from the north and did not penetrate the tobacco region or the interior of the island.

Sales during the past fortnight did not reach over 6,195 bales, or according to districts: Vuelto Abajo, and Semi-Vuelta, 3,963, Patirdo, 295, and Remedios, 1,937 bales. Of this quantity Americans purchased 3,936, exporters to Europe 1,220, and the local cigar and cigarette manufacturers 1,039 bales. Exports of leaf tobacco from the port of Havana from February 26th, to March 5th, 1910, were:

To all ports of the United States,	8,447	bales
" " " " Europe	1,037	"
" Algiers (North Coast of Africa)	193	"
" Buenos Ayres and Montevideo,	492	"
Total	10,169	bales

BUYERS IN HAVANA.

The principal buyers who come and go:

Arrivals: Godfrey S. Mahn, of Philadelphia, and N. Y. City.

E. J. Stachelberg, of M. Stachelberg & Co., Tampa.

Salvadore Rodriguez, of "Charles the Great" factory, Tampa.

Francisco Arango, Havana American Company, Tampa.

Thos. Englehardt, of Thomas Englehardt & Co., Tampa.

Edward Wodiska, of Corral, Wodiska & Co., Tampa.

S. J. Janover, of Theodore Perez Co., Tampa and Havana.

H. Roberts, of H. Roberts & Co., Tampa.

John Wardlow, of the Ruy Lopez Co., Key West.

L. W. Scott, of L. W. Scott & Co., Boston Mass.

Harry Reichert and C. Copland, of H. Reichert & Co., Milwaukee, Wis.

Charles P. Stanley, of Charles P. Stanley Cigar Co., St. Louis.

M. Lowenhaupt, of Moss, & Lowenhaupt, St. Louis.

M. Herman, of Chapin & Gore, Chicago, Ill.

T. R. Townsend, of , Baltimore Md.

W. T. Taylor, U. S. Representative of Romeo y Julieta factory, New York.

Allie Sylvester, buyer of the American Tobacco Co., N. Y.

F. H. Smith, (Teddy Smith), of Hindsdale, Smith & Co., New York.

F. W. Lincoln, Cigar Importer, New York.

Henry C. Martin, Cigar Importer, New York.

Alfredo Selgas, of Selgas, Suarez Co., New York.

Charles Fox, of F. Miranda & Co., New York.

Dionisio Hevia, of D. Hevia & Co., New York.

Fred D. Grave, of New Haven, Conn.

Robert E. Middlemas, of Walters & Co., London, England.

Departures: for New York: Francis L. Taylor, Jr.; W. T. Taylor, J. N. Staples, Charles Fox, Godfrey S. Mahn, and Rene Berndes.

For Philadelphia.— Charles E. Crawford.

For New Haven.—Fred D. Grave.

For Tampa.—Edgar J. Stachelberg, Thomas Englehardt, B. Balbin, Salvador Rodriguez, H. Roberts.

For Key West.—John Wardlow.

For St. Louis.—Charles P. Stanley.

THE DEMAND FOR LIGHT COLORS.

Havana cigar manufacturers are undismayed by the agglommeration of unfavorable conditions, as far as the call for light wrappers is concerned, and the apparent poor prospect of a good crop this year. Business is usually quiet at this season of the year, and still it seems, that there is some improvement, as the exports for the first half of February indicate, so it is to be hoped that we have seen the worst of the depression and that we may look forward for better times in the future. So much has been said and published already about the unwarranted craze for light colors, that by this time, importers and retailers ought to understand this question thoroughly, and not to continue to ask for light colors which the last crop has only produced in very small quantities and which are now no longer to be had for love or money.

The following figures show the exports of cigars from Havana during 1909, and 1910, as per official Custom House returns, viz:

	1910.	1909	
From Feb. 1st, to Feb. 14th,	5,668,104	5,174,463	Increase
" Jan. 1st, " Jan. 31st,	9,468,416	14,337,063	Decrease
Total Jan 1st to Feb. 14th,	15,136,520	19,511,526	cigars decreased

Or a decrease this year of 4,375,006 Cigars.

WHAT THE FACTORIES ARE DOING.

H, Upmann & Co., are perfectly satisfied with the present demand for their excellent H. Upmann cigars, as their United States and Canadian representative, Charles Landau, is known as a hustler who will get the orders from this part of the world. Besides the calls from Great Britain, France, Germany and South America are good for this season of the year.

"Sol" is doing a fair business considering the period of the year and Behrens & Co., are never without some good high-priced orders, and one of them came from Russia. Max Schatz, their United States representative, has had great success in extending their field of new customers all over the United States, owing to the rich but mild quality of "Sol" and "Luis Marx" brands of cigars. The "Regie" countries in Europe never forget to call for and order "Sol" cigars.

"La Diligencia" is working under a good headway in the American Union where a large number of old and new customers swear by the fine quality of cigars made by Don Bernardo Moreda and are sending liberal orders constantly.

"Por Larrañaga" is employing 400 cigar makers and is doing a rushing trade with American tourists who never fail to visit this factory.

Although the "El Credito" factory is comparatively new in the field it has managed to gain quite a foothold already in the United States, as its cigars are made from the best Vegas of the Vuelta Abajo. Smokers in the North have not been slow to note this fact and are calling for them in ever increasing quantities. They have lately received a nice order from the Philadelphia Yacht Club and their trade in the "Quaker City" is on the boom.

"Redencion" has undergone a thorough reorganization, since Don Marcelino Perez (of Tuval fame) and his son Don Manuel Perez, have acquired controlling interest. It started up with a will on Monday last, March 7th, having a large order slate to clear off. Don Manuel Carreno will remain as president and Don Manuel Perez will look after every detail of the factory here, while Mercelino Perez & Co., of New York will be the sole distributors in the United States.

TRADE AND OTHER NOTES OF INTEREST.

J. Lawton Kendrick, treasurer of the "TOBACCO WORLD," spent five days in Havana, having arrived on Tuesday, March 1st, and leaving for New York on the 5th per steamship "Saratoga." It was his first visit to Havana, and he was quite favorably impressed with this great city, and its business prospects. While here, he called on the trade generally.

Edgar J. Stachelberg was a buyer of 1,000 bales of Vuelta Abajo for the "Golden Medal" factory at Tampa.

Sobrinos de A. Gonzales sold 501 bales of Vuelta Abajo to their customers. This house still holds some very choice Vegas and is not asking too high a figure for the pick of the crop left here.

Salvador Rodriguez made some fine purchases of leaf for his famous "Charles the Great" factory.

Manuel Garcia Pulido was a seller of 1,000 bales of Vuelta Abajo.

B. Balbin also made good use of his time in accumulating quite a number of selected Vegas from the Vuelta Abajo for his well known "Elisarde" brand.

Fernando Fernandez y Hno, disposed of 555 bales of Vuelta Abajo and Partido leaf.

Thomas Englehardt was a liberal buyer of fine Vegas for his Tampa factory.

Antonio Suarez closed out another 500 bales of Vuelta Abajo to American customers of his.

Charles E. Crawford, added a few hundred bales to his previous purchases before he left for his home on February 26th. The house of Dohan & Taitt is now in a position to defy competition.

Antonio M. Calzada & Co., sold 317 bales of Vuelta Abajo, Partidos and Remedios to their customers during the past fortnight.

The stripping factory of Cesario Casañas, of 8 Carmen street, was gutted by fire last week and proved a total loss. Several Tampa manufacturers and some local commission houses lost their stripped fillers and are now trying to replace them with fresh purchases.

A big fire started at 10 o'clock Sunday night at the tobacco warehouse of Aniceto Gonzales at Dragones 90, near Manrique street, and caused a loss estimated at $100,000. The house was full of bales of tobacco, and most of it was damaged to such an extent by fire and water that it is practically valueless.

Miguel G. Perez disposed of 300 bales of "Remedios".

Emilio Fernandez, partner of Jose Suarez & Co., has retired and leaves for Spain to live in peace, and on the interest of his capital in his "Mother Country".

B. Diaz & Co., closed out 300 bales of Vuelta Abajo and Partido.

Avelino Pazos & Co., sold 290 bales of Vuelta Abajo.

Puente, Grande & Co., were sellers of 255 bales of Vuelta Abajo. Jose Puente, the senior member of the firm arrived here (from his prolonged trip to Spain since last May) and now looks the picture of health. He was pleased with the business done by this picture of health. He was pleased with business done by his partners during his absence.

Planas & Co. closed out 210 bales of Remedios of their choice stock.

Receipts of tobacco from the country for fortnight ending March 5th, 1910.

	Since Jan. 1st, 1910.
2,739 bales Vuelta Abajo,	13,537 bales
42 " Semi Vuelta,	183 "
67 " Partido,	446 "
250 Remedios,	2,034 "
314 Santiago,	615 "
Total 3,412 bales	16,815 bales

ORETANIV.

Arthur B. Bargis, of Henderson, Ky., will establish a stemming plant at Mayfield, Ky., where he has bought out the Robards Tobacco Co.

The El Rino cigar factory has been incorporated at Atlanta, Ga., by Sol. Benjamin and Herman Benjamin.

KEY WEST, Fla., March 9.

THE first two weeks of March find the cigar industry in Key West in a healthy condition, with the majority of the manufacturers doing a larger business than during the corresponding month of 1909.

Plans for the new Ruy Lopez factory to replace the one destroyed by the hurricane are completed and the bids for the construction have been called for. The new structure will be a substantial one and special attention will be paid to strength, sanitation and economy of space. A feature will be the roof construction, which will be of concrete on the same plan as concrete sidewalks. There will be a very slight slope to the roof, which is done in order to offer the slightest resistance to the wind. The building will be of concrete stones, with an open court in the centre. The inside walls will be of concrete 18 inches thick.

S. & F. Fleitas have also had plans drawn for a new factory building, which will be of frame, three stories high, and will be modern in all respects.

A. Aurelio Torres has moved into the new building which he has leased adjoining his temporary quarters on Greene street. Mr. Torres has had the building completely renovated, and now has accommodation for 125 cigarmakers. He has built up a large trade in the six years he has been in business.

E. H. Gato & Co. report an unprecedented business for this time of the year. The output is far in excess of any other year at this time. A number of orders are now on hand, and they are increasing rapidly. It is expected that in the near future this company will erect one of the handsomest factory buildings in the country, which will have a capacity for over 1000 cigarmakers. Mr. Gato has offered a plan to the commercial bodies of the city wherein he proposes to dispose of a quantity of real estate in a desirable section of the city and devote the proceeds to the erection of the new building.

S. Wolf's Sons continue busy. The members of this firm are sons of the late Sam Wolf, one of the founders of the old firm of Sidenberg and Company, the pioneer manufacturers of Key West. This firm also reports increasing business for the month far in excess of corresponding years. They have recently placed a new brand of smoker on the market, known as the "King of Key West" smoker.

At the Havana-American factory orders continue coming in and Manager Mahoney states that business shows good signs of increasing rapidly. From the outlook, this will be one of the banner years of the local factory.

Manager Arnold, of the Ferdinand Hirsch Company, states that the business of this concern is better than any preceding year. They have a large number of men employed at present, and expect to increase in the near future.

George W. Nichols Company are doing their usual good business and from indications the year will be a good one.

Among the notable visitors during the first part of the month were Godfrey S. Mahn, of New York and Philadelphia; Charles Fox, of F. Miranda & Co., New York, and Frederick Grave, a manufacturer of New Haven, Conn. All of these gentlemen were guests of President John Wardlow, of the Ruy Lopez Ca.

R. Fernandez, of the R. Fernandez Cigar Company, is now on a business trip which will take him as far as the Pacific Coast.

The work on the Martinez-Havana Company building is being pushed to completion, the stone work as far as the second story being practically completed.

The imports for the first nine days of March were as follows:

E. H. Gato	110	bales
Hernan Cortez Cigar Co.	100	"
Ruy Lopez Ca.	86	"
George W. Nichols	179	"
Ferdinand Hirsch	86	"
Manuel Cruz	31	"
Total	1,592	"

N. B. RHOADES.

New Ruling on Cigar Labels.

WHEN, several days ago, an action was brought by a lithographic firm against a cigar manufacturer in Pennsylvania to recover on bills for supplying labels for cigar boxes, the question of the rights of cigar manufacturers in the adoption of trade marks became the all-important point at issue.

The facts leading to the suit are substantially as follows: In 1903 a cigar manufacturer of New York City registered with a certain tobacco trade publication a certain title for a brand of cigars. In 1905 a manufacturing lithographic house made and sold through a salesman a certain quantity of labels for cigar boxes of special design, but on which was used a title differing little if any from the title registered two years previous by the New York cigar manufacturer above mentioned.

A year or more later the cigar manufacturer who had bought labels from the lithographer, was informed by the New York cigar manufacturer that he had the title registered previous to the latter's adoption of it.

Manufacturer No. 2 promptly refused to pay for the goods, alleging that the title had been guaranteed to him by the salesman from whom he had bought the labels, and in consequence action was brought against him to recover the amount of the bills purchased.

The case came to trial some days ago, and much time was consumed by lawyers on both sides in arguing their points. The plaintiff succeeded in convincing the Court that he had made out a *prima facie* case against the defendant of a debt due him.

The defense failed to maintain its allegations that there was an absolute guarantee of title, and witnesses on its behalf were refused a hearing by decision of the Judge, who declared that no alleged verbal arrangement could supersede the written contract which was presented, and which did not contain any warranty or guarantee.

Testimony was, however, offered and admitted which was to the effect that the defendant in the case failed to demand any further substantiation of proof of the claim of priority by the New York manufacturer than his mere say so.

The Court declared that the defendant should have taken issue with the New York manufacturer in order to make him conclusively establish his claim of prior right, and that if he had done so and it was fully established that the New York claimant was the rightful and sole owner of the title involved, defendant might then have sought recourse, but under the circumstances he had been negligent and a verdict was therefore given against him.

The early March weather conditions up in the Connecticut tobacco regions were highly favorable for the taking down of tobacco. The live growers seized the opportunity quickly and the leaves were found in good condition.

Lancaster Trade Normal.

New Factory Opens—February Output Shows Gain. Interesting Trade Notes.

LANCASTER, PA., March 12, 1910.

THE output among cigar manufacturers during the month of February showed a moderate gain over the figure for the month of January. Present indications, however, are that the month of March will not make so good a showing unless the manufacturers during the last of the month should experience a very rapid gain, which, while it is not impossible, does not seem unlikely. There are some salient reasons for believing that within a few weeks at the longest there will be a change for the better. This opinion is arrived at by manufacturers from the fact that travelling men now on the road report that general conditions in the country sections of the West in particular are rapidly getting better, and that wholesale cigar handlers seems to be once again more willing to look at lines of samples and some preliminary orders are resulting.

The cigar productions of this district during the month of January amounted to 50,169,700. The production during the month of February, 1909, was 52,433,350. This would show a comparative decrease over the corresponding period of last year, of nearly two and a half million. The production of January, 1910, amounting to 48,790,725, showing a gain for February over that of the first month of the year of nearly one and a half millions. This, after all, is a little more encouraging.

In the drawing of jurors for the April session of both the Common Pleas and the Quarter Sessions Courts, several prominent tobacco men were drawn. J. B. Milleysack, a manufacturer of the west end of this city, was drawn for Grand Jury duty for April 18th, and one of his associates will be Horace H. Hensel, tobacco dealer of Strasberg. H. S. Meiskey, a well-known manufacturer at Lititz, was drawn for service in the Quarter Sessions Court for April 18th, while John E. Longenecker, tobacco packer at Mount Joy, was drawn for duty in the Common Pleas for May 2nd.

John Ritter, one of the oldest employees of E. L. Nissly & Co., leaf packers at Florin, died at his home in that town recently at the age of 61 years. For more than 25 years he had been a foreman at the Nissly warehouse.

I. H. Weaver left on Thursday last upon a tour of inspection through the Ohio leaf center.

The Lititz, Pa., branch of the United Cigar Manufacturers' Company is now in operation, and John F. Schreck, of Ephrata, has been put in charge of the local factory by M. Kinports, the general superintendent of the United factories in that section of Lancaster County.

Considerable tobacco has been received at the Churchtown warehouse of B. Labe & Sons, of Philadelphia. Quite a force of workmen are now employed there in assorting and handling the new goods.

Charles J. Lederman, a local leaf packer and dealer, was last week travelling through New York State.

According to late advices orders for cigars are coming in more plentifully at present from the South and West, than they have been at any time previously during the present year. Nearly all of the larger factories are employing good forces.

Dan Manheimer, of the Imperial Cigar Company, who started out some time ago on an extensive trip, was this week reported to be at Indianapolis, and that he had been very cordially received and substantially remembered by good orders for his line of goods.

Samuel Jaskulek, of Cleveland, Ohio, has lately spent some days in Lancaster County, visiting his old friends in the cigar trade.

H. Bacharach, of H. Bacharach & Co., of New York, was a recent visitor in this city and concluded several important transactions for his firm.

The remaining stocks of 1908 tobacco are gradually dwindling down. Recently Hauenstein & Co., of Lincoln, sold their packing. Wolf & Hackman, of Akron, also sold 151 cases of their 1908 goods.

Johns & Lehman are again putting up a packing of tobacco at the Elias Wolf warehouse at Akron station.

Eshelman & Weidman, of Ephrata, have been purchasing considerably of the 1909 leaf and packing operations have been commenced.

S. N. Wolf, of Wolf & Hackman, cigar manufacturers at Akron, recently returned from a short trip through the Middle West and reports that he met with fairly good results.

Mr. Kreuger, of Kreuger & Braun, lithographers at New York, was a visitor in Lancaster recently, conferring with several of his old customers.

The S. R. Moss Cigar Company is now anxiously awaiting the arrival of a new label, which will be used in adorning a new line of cigars under the title of "El Mosico."

John Slater, of Washington, Pa., is expected at an early date at the factory headquarters in this city.

W. F. Cressman, with the A. B. Hess Cigar Company, of this city, has been spending some days at factory headquarters here, but will return next week to his usual territory in Eastern Pennsylvania and the New England States.

E. L. Nissly & Co., at Florin, are very actively engaged in handling recent purchases of 1909 crops at their several warehouses, and some few shipments of old goods have recently been made by this firm.

Tobacco Pooling Bill Passed.

FRANKFORT, Ky., March 10th.—The Kentucky Legislature to-day passed the tobacco pooling bill over the veto of Governor Wilson. The pooling bill provides for the recording of names of persons pooling tobacco or other farm products, and provides a heavy penalty for any person purchasing or seeking to purchase the crop of any individual who has pooled that crop with other farmers or associations.

Governor Wilson has signed the bill which provides that warehouse receipts by corporations be negotiable and transferable. The bill was introduced in the interests of tobacco growers.

Reports from Lynchburg, Va., state that more than half the tobacco crop for 1909 has been sold. The crop is estimated at 19,000,000 pounds, being about 2,000,000 pounds less than last year. The primings this season were 1,500,000 pounds short of last year. Planters are receiving prices much higher than last year.

Demurrer in Ware-Kramer Suit Granted.

RALEIGH, N. C., March 9th.—Judge Connor, of the U. S. Court, yesterday granted in part the demurrer as to his jurisdiction in the famous suit of the Ware-Kramer Cigarette Company, of Virginia, for $2,200,000 damages for alleged injury to business by illegal methods. The court held that he had jurisdiction under the Sherman anti-trust act to hear the case by jury trial for $1,200,000 damages, treble the alleged actual damages, because agents of service resided in this district.

Moreover, as to the punitive damages of $1,000,000, he decided that the suit must be brought in Virginia, the plaintiff's home, or in New Jersey, the defendant's home. The demurrer is also sustained in having stricken from the complaint the record in the New York decision in the Tobacco Trust case and also a letter containing charges by a former representative of a subsidiary of the American Tobacco Company.

York Factories Note Trade Revival.

Fire Destroys Cigar Box Factory at Red Lion—Leaf Dealer in Odd Lawsuit.

York, Pa., March 12th, 1910.

AFTER a short period of exceptionally dull business, the cigar manufacturers here have received more orders during the past few days, and they now feel hopeful that this may be the beginning of a revival in the cigar trade. Many manufacturers have considerable business in the Western States, where the bad condition of country roads has been a serious menace to the cigar industry, but now that weather conditions are becoming more favorable, trade is improving.

Leaf tobacco dealers, with few exceptions, have complained very much that sales of any moment were hard to consummate at present, owing to the depressed condition in the cigar industry. Some special types of leaf have been somewhat in demand, but purchases have been made sparingly. The buying movement has seemingly ceased, for the present. Until recently, representatives of the American Cigar Company had been operating in the county to some extent but they have also withdrawn from the field.

Quite an important tobacco litigation came up in the Common Pleas Court of this county, several days ago. It was an action brought by F. S. Baines, a leaf tobacco man of Janesville, Wisconsin, against S. L. Johns, a leaf packer and dealer of Hanover, Pa., and who also has a warehouse in this city. In fact there were two suits, the one having been brought against Mr. Johns individually, and the other against Mr. Johns and his wife, as endorser on certain notes. The plaintiff claimed that he was the holder of six notes aggregating $11,394.50; two of the notes being signed by Mr. Johns and endorsed by Mrs. Johns, and four of the notes signed by S. L. Johns alone. Mr. Johns in his defense claimed that the notes in question were given to Mr. Baines to enable him to raise money to pay for tobacco which he was to buy and which Mr. Johns had agreed to take off his hands. Testimony was offered to show that Baines had bought $60,000. worth of tobacco, and that the money realized on the notes in question was used towards paying these purchases made. The plaintiff's claim was effectually offset by Mr. Johns by the averment that he had received only 57 cases of tobacco for which he had paid $50. each case, in accordance with a written contract between the litigating parties. He also claimed that he never received any of the other tobacco, and that the notes were therefore without consideration and not collectible. He stated that he was willing to buy and pay for the tobacco, if Baines would sell it to him. A verdict was rendered in favor of the defendant.

Disastrous Fire at Red Lion.

One of the most disastrous fires in Red Lion for many years, occurred on Sunday night last, when the establishment of Miller Bros. manufacturers of cigar boxes and cigar box lumber, was destroyed, entailing a loss estimated at $50,000. The fire was discovered about 11 o'clock that night and although the local fire department responded promptly, the building was soon doomed, but after a hard fight they succeded in protecting the immediately surrounding buildings. With the exception of drying kiln, the plant is a total ruin. The premises were equipped with all the latest machinery for the manufacture of cigar boxes and box lumber and most of it was quite expensive, and insurance of only $30,000 was carried. Harvey K. Miller, one of the firm, states that their loss will be anywhere from $8,000 to $12,000. They will resume business as soon as they can re-install new machinery in some other building. Several kind offers were received by the firm from other box manufacturers to assist them in the production of cigar boxes while they were in their crippled condition, and under some special arrangment the firm will no doubt be able soon to supply their trade.

Quite a number of cigar manufacturers of Red Lion are seriously handicapped by the destruction of Miller Bros.' box factory, for in the fire were consumed many thousands of expensive labels, also top brands, etc., which it will be necessary to replenish in order to have boxes made up, and may cause a delay in the shipment of goods. Several other box manufacturers in the city will also make every effort to supply the local trade with boxes and in this way help them to make their shipments as quickly as possible.

After a conference between Miller Bros. and the insurance men, it was almost definitely decided that the firm would not rebuild on the old cite, it being in a very congested section of the town, and it was thought highly desirable to erect a new building on the outskirts and in closer proximity to the railroad.

Trade News of the York District.

A. S. Ziegler, of Wolf Bros. and Co., will leave shortly upon another business visit among the distributors of that firm's product. This house is steadily building up a more extensive trade and the recent introduction of several new brands of goods enabling them to procure some desirable new accounts.

D. A. Horn, of the Glen Cigar Co., has been on a week's business trip through Reading and vicinity.

J. T. Strayer, a local cigar manufacturer, recently covered Baltimore trade and booked several encouraging orders.

The cigar factory of W. H. Robinson, at Dallastown, which has been closed for some time, resumed operations last week, but the cigar makers are still limited in their production per day.

Max Roland, another Dallastown manufacturer, has been soliciting orders in Baltimore and vicinity during the past week.

John Fidler, representing the Dallastown factory of John W. Minnich and Sons, is continuing his extended western business trip, and when last heard from was doing some excellent work through Missouri and Nebraska. It is Mr. Fidler's maiden trip through that territory, and he is to be congratulated upon the good results he has obtained.

E. S. Sechrist, maker of the "Emory Martin," "Blanch Helen," and other brands of cigars at Dallastown, has lately booked some substantial orders and a good force of cigarmakers are finding employment there.

C. S. Snyder, of the Kohler-Snyder Company, at Yoe, has recently received some orders from his representatives, which have had a very encouraging effect, and he now feels that there will soon be a turn in affairs and that the cigar trade will revive steadily.

View of Lumber and Cigar Box Plant of Miller Bros., Red Lion, Pa., Destroyed by Fire.

A peculiar state of affairs exists at Craleyville, where about twenty tobacco strippers employed by E. U. Shelly, have gone on strike for an advance of ¾ cts. per pound for stripping tobacco. Several of the Craleyville manufacturers seem to be doing a prosperous business, and among them is T. A. Winters, who recently purchased a fine automobile.

Gutave Beck, of Warren, Beck and Bro., proprietors of the "El Mundo" Cigar Factory, at York, recently returned from a business trip to New York City. This firm is specializing on its product of 5 and 10 cent goods, and the "Billy Possum," their latest creation in the nickel variety, is meeting with much favor everywhere.

Good forces are being maintained at the several factories of C. S. Gable, at York, and his line of specialties seems to be meeting with a good, strong demand.

H. F. Kohler, of Nashville, is strongly exploiting his Judge Shepard 5 cent cigar, and no available opportunity of advertising is escaping him. The result is that he is getting some very substantial orders from both and new customers. During the comparatively few years that Mr. Kohler has been located at Nashville, he has made excellent progress and now has the most important factory in that section of the county. He not only believes in advertising, but what is equally important, to back up his advertising by a meritorious article, and to that fact he really attributes his success.

At the Hake Cigar Store on West Market street, York, the "Luxello" brand of Luckett, Luchs and Lipscomb, of Philadelphia, is being featured. Electric displays and other devices are being used to attract the attention of pedestrians who pass along this prominent thoroughfare.

Some complaint is being heard among the cigar manufactures at Hanover and McSherrystown, although they are not faring any worse than manufacturers at other points. The new firm of Boucher & Kohler, who recently succeeded the old established factory of Jesse Frysinger, Jr., are getting well under way and contemplate a considerable expansion in business during the coming year.

The Hanover factory of D. McG. Newcomber is worthy of special mention, as being one of the finest factories in the city if not in that section of the State. It presents a very striking appearance in its coat of vermillion red, and the interior being almost immaculate. A large variety of goods is being made, which are finding a ready sale in many parts of the country.

Charles E. Miller, of McSherrystown, left last week upon another extended business trip and which will take him as far as the Pacific Coast, where he already enjoys an enviable patronage.

Tweedle-de-Dum and Tweedle-de-Dee.

Some time ago Secretary of War forbade his purchasing officers from buying products held by the courts to be illegal in their creation. This hit the Tobacco Trust and the Standard Oil Co. Later it was found that liberal obedience to this order made trouble and the Attorney General ruled that the Government may buy Trust made articles, but must purchase at second or third hands and not from the naughty Trusts direct.

The Houston (Ala.) Cigar Co. was incorporated to do a cigar manufacturing business by J. C. Moore, John Estine, J. K. McCarty.

Changes in Milwaukee Firms.

Good Business Reported in Wholesale and Retail Circles.

Milwaukee, Wisc., March 1st, 1910.

A NUMBER of important changes have taken place here during the past week. Eugene Yahr, former treasurer of the Yahr and Lange Drug Co., wholesale druggists and cigar jobbers, has disposed of his interests in the business owing to poor health and Max Rosenthal of Wauwautosa becomes an equal stockholder with F. T. Yahr. Mr. Rosenthal has been elected treasurer of the company.

C. C. Randolph, senior member of Randolph Brothers, who operate the Randolph and Charlotte Hotels on Third ssreet, has acquired the lease to the Schlitz Hotel, one of this cities hosteleries and the famous Schlitz Palm Garden.

The Louis Kindling Co., manufacturers of the Alcazar cigar, with a factory in the Second Ward Bank Building, have leased the four story building at 348-350 Broadway which they will use for a factory, a storeroom and office, after May 1st. The company will increase its force of cigarmakers.

The Caswell Supply Co., who conduct the cigar stand in the Caswell Building lobby, sold out to Harry Ziegler proprietor of the Wells' Building lobby stand.

A new firm will shortly open under the name of the Milwaukee Cigar Co., 187 Third street. J. Drexler and B. Jenniches are the owners. A number of well known brands will be carried and the new firm has good prospects.

Fay Lewis & Brothers are doing well. The "El Sidelo" of Samuel Davis and Co., is being featured at the Wells' Building Store. George Marsh, who has been clerk in this store for some time, resigned to engage in advertising novelty business and his place is being filled by Harry Conley at one time with Lederer, later with Leo Abraham at Green Bay, Wisc. The Pabst Building Store is featuring the "Savarona" and the "El Sidelo Resago". The "Savarona" display has views of the factories and also a number of photographs of the growing plant.

Max Schierer, of the wholesale department of Fay Lewis and Brothers, died of typhoid fever after a brief illness.

Leo Abraham and Co., continue to enjoy a good business. The "Charter cigar of E. M. Schwarz and Co., is being featured at all the stores. Hugh Sharp, the popular former manager of the Caswell Supply Co., has associated himself with the Caswell Block Store, of this firm. His many friends are pleased to see him continue in the same business.

Allanson reports a good business. The "El Sidelo" is also being featured here. Mr. Fraederich, representing Samuel Davis and Co., was a recent visitor in this market.

The wholesale business continues good. Arocena and King B., Fernandez and Bros. and many of the smaller manufacturers report good sales.

At Madison, Wisc., Joseph Mennes has purchased the interest of his partner in the Madison Cigar Co. H. W. Schweinen, proprietor of the Badger Cigar Co., sold out to W. G. Schulcamp. At Monticello, Wisc., R. S. Lee has engaged in the manufacture of cigars and Charles Tritten has opened a factory at Kaukauna.

The Gays Mills Warehouse Association, dealers in leaf tobacco, incorporated, capital $6,000. Albert Weeks, O. A. Helgreson, James Campbell and others are the incorporators.

A. L. Sylvester of the American Cigar Co. New York, was a recent visitor in the Edgerton market. Mr. Bondy, of Bondy and Lederer, New York, was in the market for a short stay inspecting a packing of the new crop for his firm.

Halverson & Bitter sold their frame warehouse at Stoughton to the Stoughton Warehouse Association, composed of members of the American Society of Equity.

Receiving is now going on at most of the warehouses. Growers seem more willing to let go of their holdings at prevailing prices. At Stoughton over six carloads were received in one day recently. Madison warehouses are operating with a force of fully eight hundred hands.

Reading Factories are Quiet.

Few are Busy, Others are Working with Short Forces.

READING, PA., March 12.

WITH a majority of the cigar manufacturers in this city, trade is quiet dull, and short time is the rule. In fact the factories which have not limited their hands in the production of cigars per day are exceptional. One of the largest factories in this city has lately experienced the dullest period it has had in some years past.

The big factory of Yocum Bros. is working along at a moderate rate of output, but it is by no means rushed with orders, although several representatives are now on the road and all are securing business.

The factory of Otto Eisenlohr and Bros. is evidently well filled with orders and the firm contemplates the erection of a four story addition to the building. A full force of cigar makers are employed now, and additional seating room is desired.

The Fleck Cigar Co. is at present among the busiest factories here, and some heavy mail orders are coming in. Both Messrs. Charles Fleck, the head of the firm, and Daniel Fleck, who represent the firm in the Middle West, are sending in orders steadily.

John G. Spatz, of J. G. Spatz and Co., returned last week from an extended trip among his customers in the West, and left a few days later for another flying visit in closing up some important spring business for his firm. They are having a good run on their "Heidelberg" brand of 10 cent cigars.

H. G. Barky, operating a union factory at 946 Cherry street, has lately succeeded in opening several desirable new accounts and which is helping to keep his factory pretty well supplied with orders at the present time. He now has good facilities for placing about fifty cigarmakers in the main workroom of the building.

Samuel D. Dibert, of the widely known cigar firm of Dibert Bros., is retiring entirely from the cigar business. The Industrial Cigar Co. has taken possession of the factory formerly occupied by Dibert Bros., and the building until recently occupied by the latter and which is owned by Mr. Samuel D. Dibert is now offered for rent.

Although it is rather quiet with cigar manufacturers at present, there are still some who have confidence in the future and are making preparations for a more active business. Among these is W. W. Stewart & Sons, who recently bought a building at Green and Cedar streets, which is now being thoroughly reconstructed for their use. They hope to be able to get possession of it on April 1st. Charles Stewart of this firm contemplates a trip through the coal regions during the early part of next week.

The Ragic Cigar Co., at Newmanstown, is taking a new factory building in that place, as the business has outgrown the present quarters.

A. Thalheimer Manufacturing Co., report that several of their departments have been kept steadily busy, while in other departments there were few orders coming in.

George W. Lehr, a well known Penn street cigar manufacturer, has just returned from a pleasure trip to the Bermuda Islands, he feels greatly benefited by the trip, and quite able to take up the direction of an active campaign for a larger volume of business during 1910 than he had ever done before.

City Grown Tobacco.

Historic old Richmond, Va., is boasting just now of tobacco grown at 38th and P streets. It is sun cured and is the first tobacco to have been grown within the corporate limits of Richmond in about fifty years. Andrew C. Burke, who has thus proved that tobacco will flourish amidst brick and mortar, is an engineer on the C. & O. R. R.

Trade Not Very Brisk in Detroit.

Factories Busy But Retail Shops Report Slump in Business.

DETROIT, Mich., March 12, 1910.

SPRING fever has evidently affected the cigar and tobacco trades in Detroit. March has been mild-thus far and forecasts are there will be continued warm weather through the month. Because of this, dealers are not as busy as is usual for them at this time in the year. The retail demand seems most affected, merchants in various parts of the city, complaining about the present and holding out small hopes for a brisk future trade. The assertions of prohibitionists is causing some worry to manufacturers and wholesalers, but it is not generally believed the trade will be seriously hampered even in the event of the "drys" carrying a majority of the counties in dispute, in the spring elections.

Cigar factories in various parts of the city and State are running full, but this is a usual occurrence for this time in the year and dealers are finding in it no reason for elation. Wholesalers report an average trade. One redeeming feature is that money is easy.

Adolph Wolgast, lightweight champion of the world by reason of his victory over "Battling" Nelson, was a cigarmaker.

Wolgast's parents live in Cadillac on a farm purchased by the "champion" from purses snared in his early ring battles. The father of the fighter was a cigarmaker, but, like many others, he did not save his money while in the trade and when he became too old for active work he had hard work making ends meet until his son and pride followed the pugilistic course. Wolgast says the cigarmaking trade has lost its charms, so far as he is concerned.

Local newspapers are giving prominence to the fact that in one Detroit cigar factory, where 1,700 girls are employed, fire drills are unknown. In explaining the apparent negligence of the management one official says there is not a system which works successfully and until such a plan is worked out fire drills will continue to be unknown in the factory.

The building and stock of the Adler Cigar Co., in Bay City, was damaged by fire, recently. The loss is covered by insurance.

The Scotten-Dillon Co., in Detroit, is making minor changes and improvements in its factory.

The San Telmo Co., has practically abandoned plans for starting a branch factory in Wyandotte, a Detroit river suburb. The company was offered an attractive proposition to locate in the city but after an experiment was unable to secure sufficient help.

William Cupp, an Ann Arbor cigarmaker, was arrested, recently, charged with assault and battery. It was alleged he threatened to kill his wife.

Rats and matches brought into conjunction caused a fire which destroyed Owen Schoolcraft's cigar factory and store in Traverse City, recently, causing a loss placed at $4,000. It is partly covered by insurance.

It is quite remarkable how anxious the various States in this republic are to have their soil known as suited to tobacco culture. Florida just now is offering her countless acres for "Sumatra" stock and New Hampshire lifts her rugged head and says that she can grow a weed which will make the smoker hold up his foot as he indulges in it. The Concord *Monitor* naively admits, however, that New Hampshire manufactures more than she raises and that she consumes many times as much as both together.

The Erwin H. Nadel Co. was incorporated at Wilson, N. C., to manufacture cigarettes. Four machines will be put in, each of which will have a daily capacity of 125,000 cigarettes.

Snuff Boxes in the Senate.

TWO old snuff boxes, which, it seems, have been preserved in the U. S. Senate Chamber since the days of Daniel Webster, made trouble recently when it was proposed to replace them with new snuff boxes.

In the days when Thomas Jefferson used to ride up from Monticello and hitch his horse to the White House fence, snuff dipping was very common. Quite often the users were careless in their methods and patches of snuff adorned the upper lips and well nigh obstructed the nasal passages. Within forty years the old habit of sniffing snuff at the nose has quite died out in this country, at least visibly, whatever may be the secret consumption. The immense quantity made and the big profits divided by the snuff companies implies a wide use of snuff, but its use by th edandy in costly snuff boxes is obsolete. In the Southwest an increased consumption is said to be apparent.

The St. Louis *Republic* has the following to say on this subject:

Recognized as a Prophylactic.

The medicinal properties of snuff are said to be responsible for its reappearance. Non-professional medicos say it is a recognized prophylactic for catarrh in the winter season, hay fever in the summer season, and mixed with other nostrums, it is said to be a valuable remedy for cold in the head at any time. Like the official remedy for snake bite, it seems to be a convenient article to have on hand all the time.

The approach of the hay-fever season produces an increased demand for snuff. Users say that one ought to begin using it several weeks before an attack of hay-fever is expected, as the membranes of the nose and throat should become impregnated with the snuff to ward off the attack. They do not promise immunity from the disease, but declare that its malignity is greatly lessened by the use of the weed.

It is said to be valuable for clearing the nostrils in cases of catarrh, and, when mixed with quinine, becomes a remedy for severe colds in the head. Those who have tried the latter, however, advise extreme caution to prevent the mixture from getting into the mouth and throat, as the two ingredients will impart a taste that cannot be described in the English language.

Figures Not to be Sneezed At.

IF anybody is sneezing contemptuously at the American Snuff Co., they should quit forthwith and take a pinch themselves if they can get the stock low enough.

As proof, we have only to refer to the fact that the American Snuff Co. showed a net income of over $4,000,000 for 1909. For the year ending December 31, 1909, the income account of this company is given as follows:

		Increase.
Net earnings	$4,203,653	$ 729,334
Preferred dividend	720,000	*.....
Net for common	3,483,653	729,334
Common dividend	2,200,340	660,102
Balance	1,283,315	69,232
Sur. res. working capital	698,273	*.....
Surplus	1,981,586	69,232
Previous surplus	5,590,038	1,264,081
Final surplus	7,671,624	1,333,313

* Unchanged.

The surplus now exceeds $7,000,000, which presages an extra disbursement to shareholders.

Wm. N. Fisher, millionaire cigar maker of 623 Commonwealth Ave., Boston, was married quite recently to Miss Elizabeth G. Ranney. The wedding was a quiet one and Mr. Fisher has since received many congratulations.

Qualities of Tobacco Extract.

TOBACCO extract has been used in Germany for some years, either for re-exportation as sheep dip or for domestic use as an ingredient in the preparation of certain chewing tobaccos. Exported to Argentina, South Africa and Australia it is used as sheep dip. Lately it has been learned that an extract having not less than 10% of nicotine is a remarkable insect destroyer. Some of the tobacco extract sent to the large nursery gardens in Halstenbad, Pinneberg and elsewhere is said to destroy pest life with splendid results. A solution of from 1 to 400 parts of water sprinkled over plants and even on delicate blossoms, chrysanthemums, &c., destroy insect pests and the flowers lost none of their brilliancy.

The outlet of tobacco extract for such purposes suggests an enormous market for the tobacco plant and shows more and more the wonderful sanitary and preventive qualities attached to the weed.

Ohio Leaf Packers Banquet.

Members of the Ohio Leaf Tobacco Packers' Association banqueted at the Phillips House, Cincinnati, Feb. 25th. Walter M. Brenner presided and Judge Roland W. Baggott made a speech which tickled the growers immensely. Wilbur Kennedy gave a short talk on tobacco, as did T. N. Wilson. Each was well saturated with humor and aroused applause.

Alluding to the scarcity of girl workers in the Southwestern factories Mr. Wilson said:

"Formerly tobacco leaf packers in this section could get all the girls needed to work at the tables, and those girls would do their work properly. But lately a spirit of unrest seemed to have taken possession, and girls who could make $7 and $8 a week working tobacco were content to leave the work and engage with soap factories and other concerns at less wages. I think there was some other reason for this than dissatisfaction with the high standard of work required, rightfully, by the employer in tobacco houses.

Fifty per cent. of the tobacco grown here is exported and the rest goes into cheap cigars. The standard filler is grown here, with proper care, and it measures up with Pennsylvania. By careful manipulation we can maintain the high standard, but to do so we must overcome petty jealousy and educate our labor.

In Pennsylvania the farmers are required to sort the tobacco, because no manipulation is allowed in the warehouse.

We made Ohio famous years ago and we must get back to those early and worthy principles. We should maintain the high standard established by our predecessors.

President Wm. Stroop, of the American Cigar Co., spoke frankly of his company as being subsidiary to the American Tobacco Co. It was his desire, he said, to maintain the purity of the three great types of tobacco grown in the Miami region. He also said that he was against introducing the Burley grades in Ohio because the best domestic filler known grows there. He deprecated any mixing with the Burley ideas and was proud of the Ohio grades.

As was remarked in our last issue and as is being remarked by the whole American press, seemingly, last year was a billion dollar year in tobacco and manufactures of tobacco; that is to say a billion dollars worth of weed passed in and out of our ports.

Eben little Porto Rico sent in here in 1909 cigars and tobacco worth 5¾ millions of dollars. We sent out over $41,000,000 worth to various parts of the world.

America went to war with England on account of the Stamp Act. What will the poor little Phillippine Islands do if her cigar label is stamped out of existence by Uncle Sam?

In the Baltimore Market.

Cigar Manufacturers Fighting Sale of Goods by Peddlers.

BALTIMORE, MD., March 7th.

G. W. LENTZ & CO., S. Charles street, had a very good January trade and report February some better in the leaf market. Some say that busines is quiet, but it has been very well with them. Many of the trade are interested in the new Pennsylvania 1908 and the 1908 Zimmer and Spanish. All the new fillers are higher than the old and selling freely.

The American Tobacco Co. have leased from the Canton Co. the old furniture factory on Lakewood avenue near Hudson street. It will be used as one of the manufactories of the company in addition to the plants already in existence.

The Golindo Cigar Co., M. Engleman, proprietor, who were burned out at 112 S. Eden street, are now established in new quarters at 709 E. Lombard street. A full force of nineteen hands are at work and more will be put on. They are putting out 120,000 cigars a month. Their brands are Honest Dave, Silencia and Tolindo. They report business as picking up and one of their salesmen will take in the Western territory.

L. Michaelson & Bro., cigar manufacturers, have moved their factory, warehouse and salesrooms from 3 South Holliday street to South and Pratt streets, a 4-story building, where the factory has been enlarged and the output is increasing daily. The La Pisa cigars especially will show a big increase in the output this year. A store has also been opened on the ground floor. L. Michaelson, of the firm, has just returned from a Southern trip and says business exceeded his expectations and cigars are selling readily.

J. L. Aubrey & Co., 508 E. Lombard street, leaf tobacco jobbers, report a very moderate business.

Elliott, Ottenheimer & Elliott, say their factory is working on full force and have all they can do to get out orders. They are pushing the sale of Eagle Chief, a 5-cent cigar, which is having a big success. This brand is selling particularly well through the West.

An obnoxious feature of the trade here which the cigar manufacturers are fighting, is that a number of men are going around the city from office to office and house to house, selling cigars by the box. That is hurting the store trade considerably, also. These men have no rent to pay or other expenses and hurt the legitimate cigar trade. This is carried on here more than in any other city in the country.

M. Kemper & Sons, of East Lombard street, jobbing leaf tobacco, say their pack of 1908 Pennsylvania is moving along nicely and trade is opening up fairly good. Have a good pack at Lewisburg, Ohio, and Mountville, Pa., the prices are normal and no changes, the people will not pay a higher price. The following new salesmen have been put on: W. D. Sabin, for Pennsylvania and New York State; J. D. Carroll goes to Denver, Colorado, and L. Kemper at Cleveland, Ohio.

A. Fader says that business in cigar manufacturing lines has been very fair for February. A full force is working and the growth of the business is steady. He is banding the Foder cigar at 5 cents, which is having a very strong sale.

John B. Adt, who makes tobacco machinery, says he is finding the export business very good in all parts of the world, particularly South America, Africa and the Orient.

William T. Barker, 323 W. Pratt street, formerly with R. Starr & Co., until they sold out to the American Snuff Co., has started in business for himself as an independent snuff manufacturer. He has built up a good business, which is constantly increasing. This is the only snuff factory now in Maryland.

Sam R. Boyd is a new city salesman for M. Kemper & Son of 11 E. Lombard street.

R. B. Gibson, formerly of the firm of Gibson & Aubrey, here, leaf tobacco, has now gone on the road for J. Vetterlein & Co., of Philadelphia, covering New York State. When there are any orders Gibson sees them ahead.

Wertheimer Bros., cigar manufacturers, are pushing their Bullhead and Ellsworth brands and the salesmen are out sending in good returns. Sam Wertheimer has gone to the Far West and Ike Wertheimer to the Middle West. A good year is reported for 1909 and is starting in good for this year. Goods are sold in almost every State in the country. A large addition has been built to the factory which has allowed an increase in the output. Also a large humidor has been built for storing leaf tobacco and they already have one for cigars made up.

Mr. Paris, the proprietor of the Manchester Cigar Co., Howard street, has returned from a trip to Philadelphia and is very much encouraged over the outlook for 1910. They have been compelled to work overtime to fill orders and will put on two new salesmen. The "Match It" cheroots, the "Havana Cadets" and the "Empire Whiffs" are big money makers.

A New York Educator on Tobacco Combines.

In accordance with the policy of THE TOBACCO WORLD to always give both sides a chance in its columns, we append herewith some remarks by J. French Johnson, Dean of the New York University School of Commerce. In an after-dinner speech in New York, Feb. 27th, Dean Johnson said:

"The decisions of the lower courts against the tobacco and Standard Oil trusts were based on technicalities. Neither trust has been guilty of obnoxious practices usually thought of as monopolistic. The co-called 'crime' of which the lower courts have declared these two trusts guilty has undoubtedly been committed by many hundred corporations throughout the country which are inconspicuously transacting a business universally regarded as perfectly legitimate.

"If the Supreme Court finds against them all the capitalistic combinations of the country, large and small, which are engaged in interstate business, must dissolve or accept the hazard of litigation.

"Under these circumstances it is most surprising that President Taft should calmly assume that the anti-trust act, a law hastily framed to appease an angry and ignorant public sentiment, is a mode either of justice or expediency. If the Sherman act cannot kill monopoly except by virtue of a technicality that would destroy all large scale production, then it is the law, rather than business methods, that must be reformed."

York County a Sufferer by the Suit.

The American Tobacco Co. naturally hesitates to buy big just now. One result is that some 4,000,000 lbs. of unsold tobacco is reported in and around York, Pa. The agents of the big company are generally around and eager to buy, but this spring it is "Not just now".

The Black Horse Tobacco Co., gained its suit against the Louisville & Nashville R. R. before the Interstate Commerce Commission, which has ordered reparation to be paid because the minimum weights imposed by the defendants upon shipments of leaf tobacco in hogsheads from Kentucky and Tennessee points to Mexico were found to be unreasonable. Several points of interest to shippers were itemized in the decision by the commission.

At Presque Isle, Me., Joe Hedrich, cigar manufacturer, is making important additions to his plant.

Manila Cigars Glut the Frisco Market.

Many Dealers Overloaded With Stock of Filipino Cigars.

SAN FRANCISCO, Mar. 7.

THERE is still a good deal of complaint among the San Francisco retailers, and jobbers are by no means satisfied with the volume of local cigar business, but there is, nevertheless, some improvement to be reported. February, though a short month, showed larger transactions than January, and March has opened with a week of fine weather, stimulating retail sales and leading many of the smaller dealers to take on more stock than they had been carrying. High-grade goods are in rather better demand, and dealers who feature imported goods and the finer domestic lines report a noticeable improvement in the box business.

The Manila cigar business is causing some dissatisfaction in all departments of the trade at present. The large quantities placed on the Coast market have caused a material decrease in sales of the lower priced domestic lines for some time, but the Manilas have until recently been quite profitable to those who handled them in either a retail or a wholesale way. Many local retailers and jobbers, however, loaded up with these goods to a greater extent than conditions warranted, and are now making considerable effort to unload, resulting in great irregularity in prices, which in turn disgusts the consumer. The local demand has fallen off, and while outside towns are still sending in liberal orders, some of the jobbers state that the goods are not selling as fast as they should. One cause of this condition is the manner in which many local dealers entered the business, buying up odd lots of goods, many of which were not well suited to this market, and bringing in a good deal of trashy stock which is hard to move.

The Manila factories have been very much upset by the American business, which they were not prepared to handle, but they are now getting down to a good working basis, preparing to put out standard brands and sizes suitable for the American trade. They are also finding a reasonable level of prices, realizing that cheapness is the chief recommendation of their product, and that excessive prices will cut off the demand quicker than anything else. Arrivals of Manila goods were comparatively light last month, and the steamer arriving this week also brought a light shipment, but a large lot is due about the middle of the month, three and a half million being for Castle Bros.-Wolf & Sons, with smaller quantities for other local and Eastern jobbers.

W. H. Wolf, of Castle Bros.-Wolf & Sons, has not yet returned from his Eastern trip, but is expected within a few days. This house has been able to dispose of its Manila shipments almost as fast as they arrived, the proportion of Eastern business being steadily on the increase. For the last two weeks shipments to the East have been particularly heavy, owing to a large number of orders taken by Mr. Wolf from jobbers in that territory.

Edward Wolf, of the Edw. Wolf Company, is still in the East and may remain there for a week or two longer, as he has met with great success in marketing his Manila lines and still has considerable of this stock to dispose of.

Milton Esberg, of M. A. Gunst & Co., has just returned from a long visit to the Philippines, where he arranged for a supply of these goods for his company. The brand to be handled is the "Isabella", and a small lot has just arrived for use in the company's retail stores. The company expects a shipment of 350,000 later in the month, and will probably offer them to the trade after that. Several of the company's outside managers are in town this week. M. A. Gunst & Co.'s 5-cent leader, "The Owl" cigar, has been holding its own since the first of the year, and as it is an old favorite here its sale will probably not be seriously interfered with by the Manila business.

L. A. Sawyer, Coast agent for P. San Martin & Co., and factory representative for "Las Dos Naciones" Mexican cigars, is giving a great deal of his attention to the trade in the interior at present, as the results there are relatively better than in the city. Sales of his lines have been picking up for the last month, and he considers the outlook good for the spring months.

"Doc" Hoffman, of the Hoffman-Moore Company, is making a trip through the interior of the State.

The first shipment from the new Tampa factory of Boltz, Clymer & Co., will go to Frank W. Smith, of Spokane, Wash., the order being taken by Mr. Boltz while in San Francisco last month. Mr. Boltz is now in Los Angeles, accompanied by J. D. Waterman, the company's traveling representative in this territory.

Mr. Hall, representing the Astor Cigar Company, of Dayton, Ohio, was in San Francisco this week.

Geo. H. Clarke, a well-known dealer of Sacramento, is calling on the city trade.

Rinaldo & Beebe report great success with their new 5-cent line, "R. & B. Havana Special", Tampa-made, which they are introducing in the interior.

Harry Bercovich, agent for the Luis Martinez line, has recovered from a severe illness which kept him away from work for several weeks last month. Sol. Arkush, Coast representative of the Martinez factory, has been taking a short vacation in the South, but will return to the city in a few days.

A. Straus, who has been known to the Coast trade for many years, has taken up the Coast agency for the Pinzon factory, with quarters at Polk and Market streets.

E. C. Berriman, of Berriman Bros., was in the city this week on his way north, where he will spend a week or two calling on the trade, finishing in Southern California. J. C. Wood, regular Coast agent of this house, is making his trip through the Southwest.

J. Tobias, representing F. Lozano & Co., is in San Francisco on his first trip to the Coast.

Frankel, Gerdts & Co., the local manufacturers, are keeping their factory quite busy on some large orders they have recently taken in the North and South, and have sent large shipments to both quarters this week.

Charles J. Simon, a local cigar broker, has moved his office from California street to 520 Washington street.

The Jose Lovera Company has placed its Southern California, Arizona and Nevada agency with Haas, Baruch & Co., of Los Angeles, thus completely covering the Coast territory. The company's other agents are Wellman, Peck & Co., in San Francisco, and Schwabacher Bros., of Seattle, Wash.

Turkish Tobacco Invades Mexico.

What is stated to be the first large shipment of raw Turkish tobacco ever brought into Mexico reached Vera Cruz early this month. The tobacco was consigned to the J. G. Veramendi y Cia, owners of the Cigarrera Egipcia, a concern lately bought by Mr. Veramendi and his associates from the Cia Cigarerra Egipcia, of which A. H. Houry was the former proprietor. Other small Turkish shipments have been brought to Mexico, but nothing large.

The Mexico *Record* says that Mexico produces as much tobacco as any country in the world and exports to all countries. Enterprise, however, demands that they bring in Turkish goods to mix with their own. Mr. Veramendi is an old resident of the City of Mexico and has just taken over the fine stores at Avenida San Francisco No. 30. Here he intends to conduct a large and progressive tobacco emporium.

New York City.

The market conditions during the past fortnight have been unsatisfactory and a very inactive business was the rule with a majority of the leaf tobacco houses. Within the last few days there were some signs of an improvement, but purchases are of a small nature and certainly not of a speculative character, which usually is reflected in purchases of much larger volumes of goods. Some hindrances have also been experienced in the shipment of goods owing to labor difficulties among railroads, especially in the Western States. It even seems that strikes are not the only troubles that the railroads are having lately, for until quite recently storms have caused land slides in the more mountainous sections which have impeded traffic to some extent thus effecting the delivery of goods in transit.

The general conditions in the cigar industry were not favorable to a really large leaf business so far this year, and while the output has kept up fairly well, manufacturers appear to have great hesitancy about making extensive purchases, and consequently transactions made are of the month-to-month kind. They comprise about every type of cigar leaf, but selections made were largely of the filler varieties.

Trading in Sumatra leaf has naturally been quiet for this is just the time when manufacturers are showing an inclination to await particulars of the new goods just beginning to be offered in Amsterdam by Inscription.

In the Havana market there has been a strong inquiry for old stocks and a moderately good business in all types of leaf.

Pennsylvania

PHILADELPHIA.

The leaf tobacco trade in Philadelphia seems to have been unusually dull during the past two weeks, and is just now beginning to show some signs of a revival. The new year started in well enough but it did not keep up very well according to present reports. The strike situation did not have a great deal to do with the leaf market, and comparatively few of the local cigar manufacturers have been affected by it. Manufacturrs generally are meeting with a fair business, but are apparently not exceeding their actual needs in the present replenishment of stocks of raw material. Local packing houses now have their warehouses in the packing districts in operation in packing 1910 crops, but their purchases are being made with special care this year for the selections of only the most desirable crops.

There are practically no changes in the condition of the Havana market and importers report that sales are of moderate proportoins and inquiries running strong for certain types of leaf.

The Sumatra market has not developed any unusual activity, and purchases made have been in small lots only, evidently required for immediate use. Local dealers are anxiously awaiting further information of the new goods now being sold in Amsterdam by Inscription.

LANCASTER.

There seems to have been a slump in the inquiries for old goods recently and it is also noted that very few out-of-town buyers have been in this market lately. Leaf packers are therefore turning their attention entirely to the new goods and considerable quantities of the 1909 crops have now been contracted for. It is estimated by conservative members of the trade that probably 50% of the new goods have been purchased from the farmers. The prices which are being offered at present are, however, considerably less than what was being paid during the earlier part of the season. We have it on good authority that as low as 6 cents a lb. has been offered and accepted for certain crops and it was probably only exceptionally few crops lately purchased, for which as much as 8 cents has been paid. When it is recalled that last Fall there were some purchases made at 12 and 14 cents, the crops must have been extraordinarily fine and of which there could only have been a very few. Farmers seem to be reconciling themselves to the lower prices and not much difficulty is being experienced in attempting to make purchases at the later prices as above mentioned. The great bulk of the 1909 crop has now been stripped and buyers are being awaited by a number of farmers who have not yet sold. Even at the comparatively low figures being offered there does not appear to be any general activity among packers to buy the crops. At pearly all the Lancaster packing some crops have been received and are now undergoing the packing process.

YORK.

The local packers of this vicinity do not seem specially eager to make purchases of the new crops, notwithstanding that prices have receded very materially. Considerable quantities of the new goods were bought and shipped earlier in the season from various points in the county, but there is no activity at the present time.

There is being comparatively little business done in old goods, for the cigar industry is really very dull and manufacturers show no inclination to lay in more stock than will be needed in the near future and although prices are admittedly moderate, they are not sufficiently low to tempt manufacturers to make speculative purchases.

New England

HARTFORD.

Considerable quantities of tobacco have been purchased during the past two weeeks and nearly all the crops in this vicinity have been taken from the poles. The prices received by growers lately were not as high as were offered to them when the buying movment first began. While 12 cents has been paid as a late top notch figure, there were also many lots bought as low as 9 cents. Of course, not all farmers will sell at this price and some few are still threatening to pack their own tobacco unless they receive a higher price for it. The few buyers who have been in the field lately have been making purchases rather sparingly.

SUFFIELD, CONN.

Some of the farmers in this section are still receiving fair prices for their crops, which vary from 10 to 15 cents a pound. A great deal of dissatisfaction has arisen from the fact that farmers are not receiving anywhere near a uniform price, but then it should be remembered that not all crops are alike, even though grown in the same immediate vicinity and having about the same soil, for fertilization and cultivation has much to do with it and no two farmers work just alike and the market ability of the crops depends much upon the care in cultivation and handling.

NORTH HATFIELD, MASS.

Nearly every day there is a movement of some tobacco of the new crop, although it seems that recently there have not been any purchases made in this section of the State. Warehouses seem to be in active operation and as rapidly as sweating rooms are emptied of one lot of goods they are almost immediately refilled.

HATFIELD, MASS.

At prices ranging from 11 to 13 cents, the new crops of tobacco are passing quite steadily into the hands of packers and delivery of the new crops by farmers to the various warehouses has been progressing rather steadily and it is believed that ere long the crops will have been all received.

HAZARDVILLE, CONN.

A fairly good average price is reported to have been received by tobacco growers in this section of the State and a majority of the crops have been disposed of by the farmers. There is still some little buying to be done, but warehouse representatives recently passing through here seemed to have made only limited purchases.

Wisconsin.

EGGERTON.

Tobacco growers who have been holding their crops for higher prices are now apparently willing to make concessions, but still buyers do not seem anxious to take up any more crops at prices asked by farmers. Those growers who are willing to accept the prices now generally prevailing, and which have been set by packers, would have little difficulty in finding buyers, and it is said that in lower Dane County there has been a cosiderable acreage bought up within the last two weeks.

Seven cents is about the general figure and there is not much deviation from this for the wrapper grades but the prices for the filler leaf varies somewhat.

In old tobaccos the market has been very quiet, and shipments have fallen off very much. New tobaccos are being received at the warehouses and handled as rapidly as can be.

Ohio.

MIAMISBURG.

The stripping of the 1909 crops is now pretty well completed, and deliveries to warehouses are becoming more general, although the buying movement is no longer so active, because the prices demanded by farmers were not regarded as inviting to take the goods. Ten cents is a little too high for the local packers and consequently they are passing the crops by when these figures are demanded. Local farmers are beginning to observe that the farmers in the northern end of the State are selling their crops more readily than they are in this vicinity and it it causing them some uneasiness.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark

For Searching a title which does not result in registration, 25 cents.

For transferring and Publishing Transfer of Registration, 50 cents.

For issuing Duplicate Certificate of Registration, 50 cents.

☞ Applicants should be careful to fully specify the use of desired Trade-Mark

WINCO:—19,757.
For cigars and cigarettes. Registered February 28, 1910, at 9 A. M., by Winter Cigar Mfg. Co., New York.

PIEPER'S 40-11:—19,756.
For cigars. Registered February 28, 1910, at 9 A. M., by Chas. T. Pieper, Amsterdam, N. Y.

FOO FOO CLUB:—19,757.
For cigars, cigarettes and cheroots. Registered February 28, 1910, at 9 A. M., by L. L. Schloss, Chicago, Ill.

GRAND RAFFLE:—19,758.
For cigars. Registered February 28, 1910, at 9 A. M., by O. W. Harms, Chicago, Ill.

LOTTERY:—19,759.
For cigars. Registered February 28, 1910, at 9 A. M., by O. W. Harms, Chicago, Ill. (Re-registration.)

MASTER HAROLD:—19,760.
For cigars, cigarettes and cheroots. Registered March 1, 1910, at 9 A. M., by Cletus A. Price, Hanover, Pa.

MONITOR BRAND REGAL EX TEN:—19,761.
For cigars, cigarettes and cheroots. Registered March 1, 1910, at 9 A. M., by Monitor Mills, New York.

QUEENSBORO BOUQUET:—19,762.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 1, 1910, at 9 A. M., by Chas. Stutz Co., New York.

NORTH SHORE BOUQUET:—19,763.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 1, 1910, at 9 A. M., by Chas. Stutz Co., New York.

VALLEY PRIDE:—19,764.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 2, 1910, at 9 A. M., by J. S. Steinmetz, Richland, Pa.

TAVA:—19,765.
For cigars, cigarettes and cheroots. Registered March 2, 1910, at 9 A. M., by The Davis Cigar Co., Flint, Mich.

COL. JAMES GORDON:—19,766.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 2, 1910, at 9 A. M., by Kraus & Co., Baltimore, Md.

SENATOR GORDON:—19,767.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 2, 1910, at 9 A. M., by Kraus & Co., Baltimore, Md.

OPORTO:—19,768.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 3, 1910, at 9 A. M., by The Jesup Cigar Co., Jesup, Ga.

CEADMILEFAIETE:—19,769.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 3, 1910, at 9 A. M., by Durlach Bros., New York.

FISH'S FAVORITE:—19,770.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 3, 1910, at 9 A. M., by William Fish, New York City.

JACOUELINE:—19,771.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 3, 1910, at 9 A. M., by The Chas. Stutz Co., New York.

RUBIOLA:—19,772.
For cigars, cigarettes and cheroots. Registered March 5, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

JUAREZ:—19,773.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 5, 1910, at 9 A. M., by Schmidt & Co., New York.

VERBOSA:—19,774.
For cigars and cheroots. Registered March 5, 1910, at 9 A. M., by Gordon Cigar & Cheroots Co., Richmond, Va.

GRANA WAIL:—19,775.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 7, 1910, at 9 A. M., by Charles Moser, New York.

ORAN CHICO:—19,776.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 7, 1910, at 9 A. M., by Pittman Cigar Co., Waycross, Ga.

PLEXO:—19,777.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 8, 1910, at 9 A. M., by Schmidt & Co., New York.

HIGH SPOT:—19,778.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 8, 1910, at 9 A. M., by The Havana Imp. Co., Chicago, Ill.

WILLIAM NIBLO:—19,779.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 8, 1910, at 9 A. M., by Wm. Steiner Sons & Co., New York.

RECANA:—19,780.
For cigars, cigarettes and cheroots. Registered March 8, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

NATIONAL ISSUE:—19,781.
For cigars, cigarettes, cheroots and stogies. Registered March 8, 1910, at 9 A. M., by C. E. De Putron, Hanover, Pa.

MAIN ISSUE:—19,872.
For cigars, cigarettes, cheroots and stogies. Registered March 8, 1910, at 9 A. M., by C. E. De Putron, Hanover, Pa.

STATE ISSUE:—19,783.
For cigars, cigarettes, cheroots and stogies. Registered March 8, 1910, at 9 A. M., by C. E. De Putron, Hanover, Pa.

LOCAL ISSUE:—19,784.
For cigars, cigarettes, cheroots and stogies. Registered March 8, 1910, at 9 A. M., by C. E. De Putron, Hanover, Pa.

INCUBUS:—19,785.
For cigars, cigarettes, cheroots and stogies. Registered March 8, 1910, at 9 A. M., by C. E. De Putron, Hanover, Pa.

OCTOPUS:—19,786.
For cigars, cigarettes, cheroots and stogies. Registered March 8, 1910, at 9 A. M., by C. E. De Putron, Hanover, Pa.

GLAD LOOK:—19,787.
For cigars, cigarettes, cheroots and stogies. Registered March 8, 1910, at 9 A. M., by C. E. De Putron, Hanover, Pa.

CANNON TUCK:—19,788.
For cigars, cigarettes, cheroots and stogies. Registered March 8, 1910, at 9 A. M., by C. E. De Putron, Hanover, Pa.

RAIL FENCE:—19,789.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 8, 1910, at 9 A. M., by H. J. Max & Co., Quaker City, O.

HAVANA LARKS:—19,790.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 8, 1910, at 9 A. M., by H. J. Max & Co., Quaker City, O.

MI ELEANOR:—19,791.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 9, 1910, at 9 A. M., by James H. Mottage, New York.

GOLDEN MAXIM:—19,792.
For cigars, cigarettes and cheroots. Registered March 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

RAVALETTE:—19,793.
For cigars, cigarettes and cheroots. Registered March 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

THE LA CELADA SMOKER:—19,794.
For cigars. Registered March 9, 1910, at 9 A. M., by The La Celada Cigar Co., Americus, Ga.

SUN KING:—19,795.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 9, 1910, at 9 A. M., by John Dunning, Nassau, New York.

RUSHWATER:—19,796.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 9, 1910, at 9 A. M., by John Dunning, Nassau, New York.

IL BACIO:—19,797.
For cigars, cheroots, chewing and smoking tobacco. Registered March 9, 1910, at 9 A. M., by Arthur E. Mueller, St. Louis, Mo.

AMERICAN REPEATER:—19,798.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 9, 1910, at 9 A. M., by Louis W. Keyer, Dayton, Ohio.

NATIONAL REPEATER:—19,799.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 9, 1910, at 9 A. M., by Louis W. Keyer, Dayton, Ohio.

Continued on page 38

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Situations Wanted.

SITUATION WANTED as superintendent of cigar factory. Twenty years' experience. All branches. Good references. Address Qualified, Box 18, care of The Tobacco World. 1-1-r.

CIGAR FOREMAN is open for position. Thoroughly experienced and best of references. Address Box 23, care The Tobacco World.

Special Notices.

MONROE ADLER,
CIGAR BROKER.
36 La Salle St., Chicago, Ill. 6-17-he

A MANUFACTURER of a reliable 2 for 5-cent short filler cigar is open to correspondence with reliable jobbers. Address Box 5, care of The Tobacco World. 2-15-c.

ESTABLISHED FACTORY making nickel goods desires a few more jobbing accounts. Special attention given to private brands. Address Box 1, care of The Tobacco World. 3-1-c

Salesmen Wanted.

WANTED—Salesman, on good commission basis, to sell fine line of seed and Havana and five-cent goods in the West and also the Pacific Coast. Give particulars of former employment. Address Reliable, Box 13, care of The Tobacco World. 1-1-r.

SALESMAN WANTED—By established Philadelphia house, to sell line of seed and Havana goods in city and vicinity. Excellent opportunity for right man. Address Box 22, care The Tobacco World. 2-1-c

WANTED—First-class, experienced tobacco salesmen to represent an old-established factory, on liberal commission basis. Up-to-date brands and packages. Good territory open. Address Tobacco Manufacturer, P. O. Box No. 812, Detroit, Mich.

For Sale.

FOR SALE OR LEASE—A machine that makes 5000 cheroots daily. Profits are greater than in fine cigars. Demand unlimited. On certain conditions we sell your output. Winget Mfg. Co., York, Pa. 2-1-h

FOR SALE—The Universal Cigar Bunch Machine improves the quality of the cigar, reduces the cost, increases capacity; makes paste work and novelty packages successfully; thousands already in use; sent on ten days' trial to responsible parties. Winget Mfg. Co., York, Pa. 7-22-tf.

FOR SALE OR RENT AT ATLANTA, GA.—We offer for sale a large brick structure; 4 floors 50 x 100 feet, 2 floors 55 x 122 feet and one floor 30 x 20 feet; also frame outer buildings having 10,000 square feet and occupying an acre or more of ground, the whole plant being well adapted to the manufacture of tobacco, cigars or cigarettes. Wired throughout for electricity and steam-piped throughout for heat. This location is near the city of Atlanta and ten minutes' ride on the street car. This splendid plant will be sold for $33,000 on easy terms, or will be leased for $3,000 per annum. Apply Tobacco World Corporation, 102 S. 12th St., Philadelphia.

FOR SALE—6,300 3-piece sets of labels having a very catchy name, including exclusive rights and title to same, at a very low figure. Or will take cigars in exchange. Samples on application. H. R. Daniels, 14 Beekman St., New York City.

Registrations Concluded from page 37

FISHER BOY:—19,800.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 9, 1910, at 9 A. M., by Louis W. Keyer, Dayton, Ohio.

FISHER MAIDEN:—19,801.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 9, 1910, at 9 A. M., by Louis W. Keyer, Dayton, Ohio.

LITTLE ANGLER:—19,802.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 9, 1910, at 9 A. M., by Louis W. Keyer, Dayton, Ohio.

SPANISH CURLS:—19,803.
For cigars. Registered March 9, 1910, at 9 A. M., by Monarch Cigar Co., Red Lion, Pa.

ST. LOUIS BOOSTER:—19,804.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 9, 1910, at 9 A. M., by Symons-Kraussman Co., New York.

SHYLOCK:—19,805.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 10, 1910, at 9 A. M., by Klingenberg Bros., New York.

OROBUS:—19,806.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 10, 1910, at 9 A. M., by Schmidt & Co., New York.

CIENTS:—19,807.
For cigars, cheroots and little cigars. Registered March 10, 1910, at 9 A. M., by Superia Cigar Mfg. Co., Detroit, Mich.

LAS GRACIAS:—19,808.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 10, 1910, at 9 A. M., by Chas. Stutz Co., New York. A re-registration.

SPARK PLUG:—19,809.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 10, 1910, at 9 A. M., by The Sotten Tobacco Co., Detroit, Mich.

BOB-LO.—19,810.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 10, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

TEDDY'S ZULUS:—19,811.
For cigars, cigarettes and cheroots. Registered March 11, 1910, at 9 A. M., by Mendel & Co., New York.

JIM SCOTT:—19,812.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 11, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

MARLA:—19,813.
For cigars, cigarettes and cheroots. Registered March 11, 1910, at 9 A. M., by Petre, Schmidt & Bergman, Philadelphia, Pa.

KANGO:—19,814.
For cigars, cigarettes and cheroots. Registered March 11, 1910, at 9 A. M., by Petre, Schmidt & Bergmann, Philadelphia, Pa.

BELLE BONNET:—19,815.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 11, 1910, at 9 A. M., by Charles Moser, New York.

SILK CITY TRIPLE BLEND:—19,816.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 12, 1910, at 9 A. M., by Charles Moser, New York.

SAMFUND:—19,817.
For cigars, cigarettes, cheroots and stogies. Registered March 12, 1910, at 9 A. M., by Grand Rapids Cigar Box Co., Grand Rapids, Mich.

NESCO:—19,818.
For cigars, cigarettes and cheroots. Registered March 12, 1910, at 9 A. M., by Petre, Schmidt & Bergmann, Philadelphia, Pa.

YELLOWSTONE PARK HOTEL CO.:—19,819.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 12, 1910, at 9 A. M., by Heyman Bros. & Lowenstein, New York.

INDIAN CORN:—19,820.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 12, 1910, at 9 A. M., by Wm. Steiner Sons & Co., New York.

SAMASCO:—19,821.
For cigars, cheroots, chewing and smoking tobacco. Registered March 12, 1910, at 9 A. M., by The Grill Bros. Co., Evansville, Ind.

TRANSFERS

SPANISH TIPS:—14,333.
For cigars. Registered January 30, 1904, by W. T. Bolon, was transferred to C. E. Acton, Belmont, O., March 4, 1910.

SAMELSON'S ISCO:—19,470.
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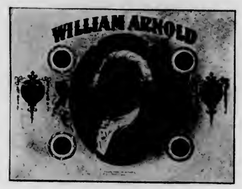

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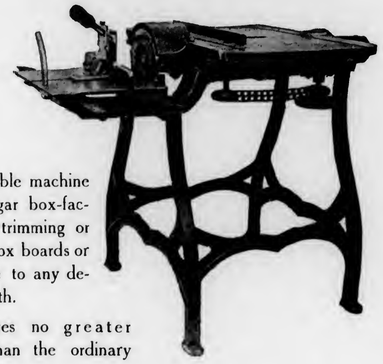

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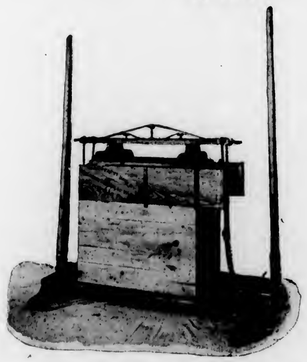

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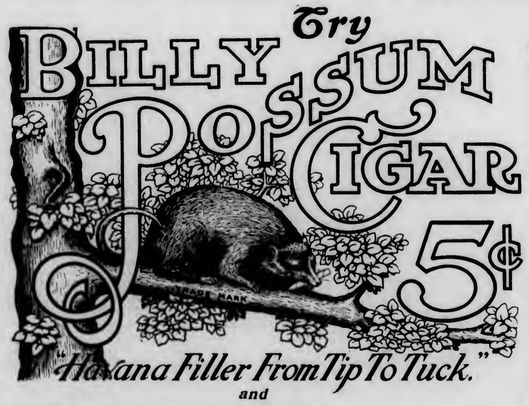

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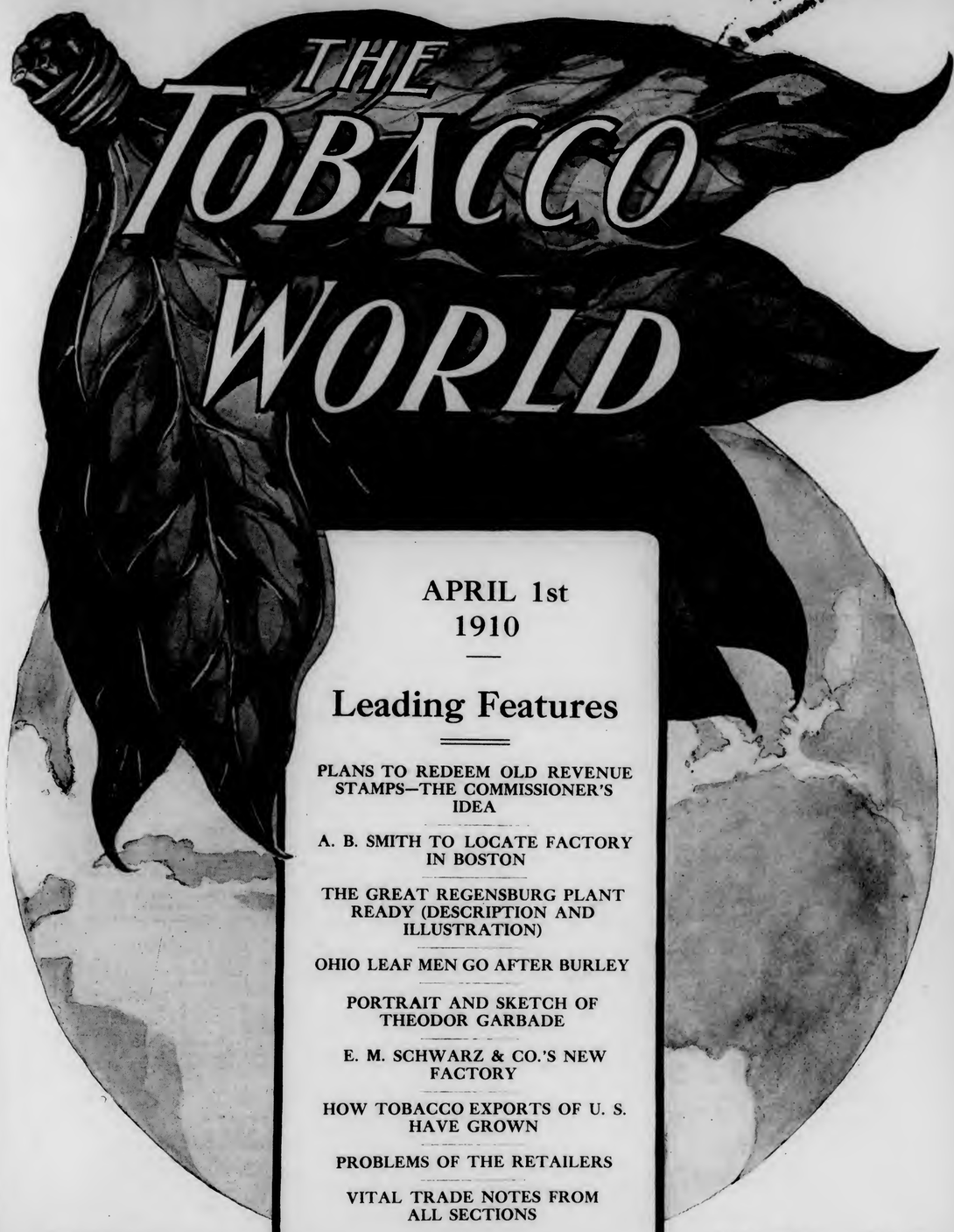

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(Signed) R. E. PEARY.

Also packed in 3 oz. Pouches 8 oz. and 16 oz. Tins

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The 1908 crop of Ohio Loose Leaves has been pronounced to be the BEST QUALITY and HEAVIEST BODY LEAVES that have been on the market for some time. Sample cases or bales shipped upon advice.

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MILTON H. RANCK

PACKER OF

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Dealer in All Grades of

DOMESTIC CIGAR LEAF TOBACCOS

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Critical Buyers always find it a pleasure to look over our samples. Samples cheerfully submitted upon request.

Packing Houses—FLORIN, PA., on Main Line of Penna. R. R., and 14 Mifflin St., LANCASTER, PA.

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GROWERS AND PACKERS OF

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FINE B'S AND TOPS OUR SPECIALTY

McSHERRYSTOWN CIGAR CO.

Manufacturers of

FINE CIGARS

Bearing Label of International Cigarmakers' Union

McSHERRYSTOWN, PA.

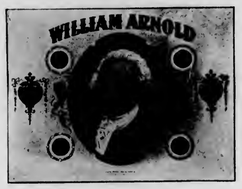
CIGAR BOXES

SHERTS CIGAR CO.

MANUFACTURERS OF

Cigars of Quality

Correspondence from the Jobbing Trade Solicited



Lancaster, Penna.

Trade Bringers

"MATCH IT"

CHEROOTS

Large Size
5 for 10c

Small Size
3 for 5c

Specialists on Cheroots and Little Cigars

Send for Samples of our

HAVANA CADETS

Retail

9 for 15c

We also make the well known brands of

MANCHESTER STOGIES, BARNONE and EMPIRE WHIFFS (Little Cigars)

ManchesterCigar Mfg.Co.

118-20 South Howard Street
Baltimore, Md.

Philadelphia and Pennsylvania Representative F. B. Robertson, P. O. Box 425.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

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Importers of Sumatra and Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane

Established 1840 NEW YORK Cable: "Nargil"

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LANCASTER, PENNA.

Describe the Flavor You Want

and our Laboratory will fit you out with complete satisfaction.

ACME EXTRACT AND CHEMICAL WORKS

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Packer of and Dealer in **Leaf Tobacco**

Office and Salesroom

18 East Chestnut Street, LANCASTER, PA.

Warehouse: Bird-In-Hand, Lancaster Co., Pa.

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Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

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PENNSYLVANIA REPRESENTATIVE
A. E. WALLICK, YORK, PA.

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Largest Assortment of PLAIN AND FANCY RIBBONS

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON COMPANY

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

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For Genuine Sawed Cedar CIGAR BOXES, Go to Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

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Finest Imported Cigar Labels and Bands

Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

Möller, Kökeritz & Co.

25 Astor Place, New York.

World Famous
Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

EL CREDITO and MIRAMAR

American Clubmen's Favorite Brands

EL CREDITO DE C·R·MAURI HABANA

Trade Marks

MIRAMAR DE RODRIGUEZ Y HNO HABANA

If you want to handle a popular line of RELIABLE HAVANA CIGARS write for our price list.

RODRIGUEZ Y HNO.

BELASCOAIN 88c. Esq. A. Penalver

Havana

A NEW FEATURE

OF ALL

PROMINENT STORES

VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.

NEW YORK

The Originators of the

CONDAX STRAW TIPS

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LIPSCHUTZ'S 44 CIGARS

Made by 44 CIGAR CO. Inc. Philadelphia

"THE WORLD" SELLS ITS ADVERTISING SPACE—NOT ITS OPINIONS

The Tobacco World

Vol. XXX. PHILADELPHIA AND NEW YORK, APRIL 1, 1910. No. 7.

Plans to Redeem Old Revenue Stamps.

Commissioner Cabell Tells Taxpayers How to Make Exchanges Under New Law.

WASHINGTON, March 30.

COMMISSIONER of Internal Revenue Royal E. Cabell to-day announced that the new series of cigar, cigarette, tobacco and snuff stamps, made necessary by the change in the rate of internal revenue tax imposed under the new tariff act, the provisions of which relative to the articles mentioned go into effect on July 1 next, are ready for distribution to the collectors. These new stamps of all denominations can be had for sale on and after July 1, or prior to that date if called for.

The commissioner states that inasmuch as the tariff act made no change in the rate of tax on cigars weighing more than three pounds per thousand, and the present tax on which is $3 per thousand, collectors will be permitted to issue the current series of this class of stamps until their present supplies are exhausted. Taxpayers, also, having these stamps on hand, are empowered to use them after July 1 and until such time as their supplies shall have been consumed.

Manufacturers also are empowered, according to this ruling of the commissioner, to attach these new stamps to packages prior to July 1, and in advance of the removal of packages so stamped from the factory, so that no delay to business of manufacturers need be encountered in preparing packages for shipment after July 1. All manufactured tobacco, snuff and cigarettes withdrawn for sale or consumption after July 1, must have the new series of stamps affixed to the packages.

Taxpayers having unused tobacco, snuff, and cigarette stamps of the obsolete issues in their possession after June 30, 1910, will be required to file claims for redemption on form 38 before they can be reimbursed to the amount of the value of the stamps. Such stamps also must have been purchased within two years prior to the presentation of the claim. This applies also, the commissioner states, to stamps affixed to packages remaining on hand at the close of business June 30, 1910.

Like Father, Like Son.

FRANK S. ARGUIMBAU, associated with W. J. Griffith, both of whom have been for many years with the house of Schroeder & Arguimbau, have organized a new leaf tobacco concern to be known as F. S. Arguimbau & Co., and they have leased quarters at 27 Burling Slip, New York, in which place the business will be located in a few days. It is the intention of the new house to handle a general line of seed leaf, and the long years of experience enjoyed by the two gentlemen at the head of the concern guarantees a success for their venture from the outset.

Frank S. Arguimbau is a son of Treasurer Frank M. Arguimbau, of the American-Sumatra Tobacco Company, recently organized, and W. J. Griffith was for many years with the old house of Schroeder & Arguimbau.

A New Maine Concern.

The Carrigan-Conway Company has been organized at Lewiston, Me., to engage in the manufacture of cigars and smokers' supplies with a capital of $5,000. The officers are Edward W. Conway, president, and William F. Carrigan, treasurer.

Hearing on Anti-cupon Bill.

WASHINGTON, March 31.—Independent manufacturers of the country will, in the near future, have a hearing before the Ways and Means Committee on the bill introduced by Representative Tawney, of Minnesota, and prohibiting the giving of coupons with cigars and cigarettes. The date for the hearing has not been set, but Mr. Tawney is actively at work in the interest of the measure, and hopes to have the committee arrange to hear the arguments of the independent men in favor of the bill within the next week or two.

The bill as now before the Ways and Means Committee has been passed twice by the House, but each time has been rejected by the Senate. According to Mr. Tawney, sentiment toward the measure has changed greatly recently, and he is sanguine of its passage at the present session.

This bill is more drastic in its provisions than the clause that was inserted in the Payne-Aldrich tariff bill and became law with the passage of that measure. It prohibits the packaging of redeemable coupons of any character whatever with cigars and cigarettes no matter what the brand might be. The main purpose of the bill is to prevent the use of the internal revenue laws of the country as a medium for the furtherance of a gift enterprise.

Mr. Smith Starts Factory in Boston

BOSTON, Mass., March 30.—A. B. Smith, of the firm of Barnes, Smith & Co., cigar manufacturers, Binghamton, N. Y., has leased a factory location on Portland street here, and will shortly start in manufacturing cigars with 50 hands. The factory is to be a union one. This concern's brands for many years have been distributed here by the Eastern Drug Company, its leading brands being "El Basco," "Don Rosa" and "Opia". It is understood Mr. Smith has withdrawn from the Barnes-Smith Company and will devote his time exclusively to the new enterprise.

Fail to Enjoin Old Indian Snuff Mills.

THE application of the American Snuff Company for an injunction against the Old Indian Snuff Mills, 187 Pearl street, Brooklyn, N. Y., to restrain them from using the name "Copenhagen" in connection with their snuff product, was denied by United States Circuit Judge Noyes in a decision handed down on the 28th of March. In the opinion of the court and in view of the conflicting affidavits, the case of the plaintiffs was too doubtful to warrant the issuance of a preliminary injunction.

Attorney Charles Dushkind, 5 Beekman street, New York, represented the Old Indian Snuff Mills, while Wise & Lichtenstein appeared for the American Snuff Company.

Ware—Kramer Norfolk Plant Sold.

NORFOLK, Va., March 30.—The Vaughan-Ware Tobacco Company has been incorporated here and has purchased for $15,000 from R. T. Thorp, receiver of the Ware-Kramer Tobacco Company, of Norfolk, all the tangible property of this company. It is proposed to remove the plant to Richmond, where the cigarette manufacturing business of the Ware-Kramer Company will be continued in conjunction with the tobacco warehouse business. I. N. Vaughan is president of the new company and F. D. Ware vice-president and general manager. The new corporation has a capital of $30,000.

HEGIRA OF THE HOUSE OF REGENSBURG

Magnificent new factory just occupied in Tampa. Detailed description of one of the largest factories in the world. 100 cigar makers on a floor.

IT took prescience and great commercial courage for a sterling old house like E. Regensburg & Sons, established in New York City since 1807, with a splendid factory located on Canal street, to gauge conditions, grasp fully the reasons, and apply the remedy, but they did just this when a year since they determined that affairs in New York City were such that in the interests of their great business they should transfer the manufacturing end from Manhattan to Tampa, Florida.

To decide with them was to act, and so the big six-story factory on Canal street, New York, has been idle now for twelve months, and since then Regensburg cigars have been a product of Tampa.

Monday, March 28th, of this year marks another indelible point in the company's history, for on that date their new factory in Tampa, located on Michigan avenue, 17th and 18th streets, was formally occupied, and that they have reasons to be proud of it is putting it modestly.

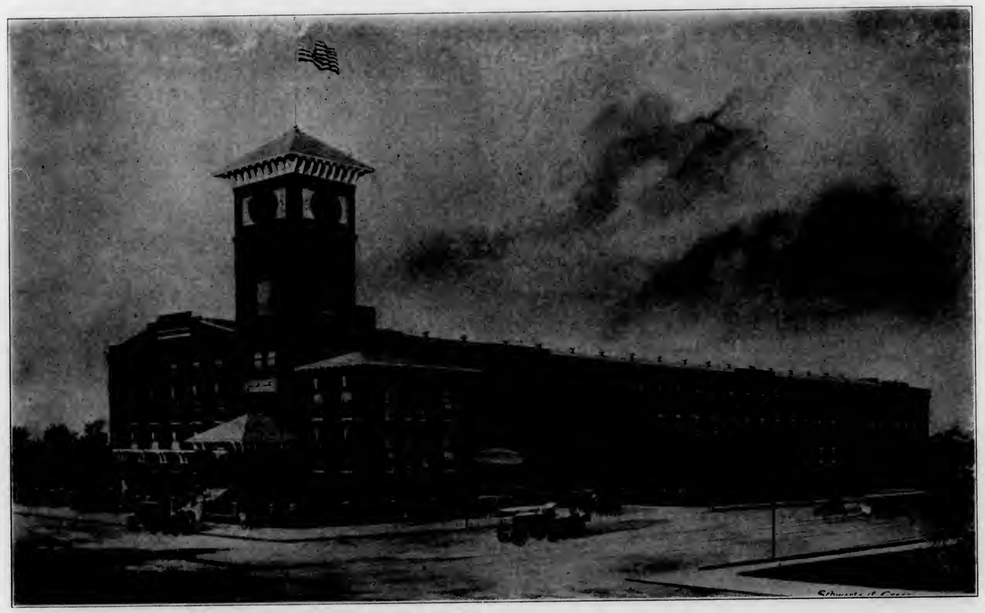
This new plant of E. Regensburg & Sons is the largest clear Havana cigar factory in the world, and is equipped throughout with every modern factory improvement and up-to-date facility. Think of a cigarmaker's floor with a seating capacity for 1,000 men, not a post in it, light streaming in from all sides, giving the needed ventilation for proper workmanship, and you have a suggestion of the scale on which the entire structure was planned and has been erected.

The main facade of the building is on 17th street, and at the corner of Michigan avenue stands an ornamental clock tower containing a 1,000-pound striking bell; in the tower is also a gravity tank, and underneath this a pressure tank, the latter to be used in the operation of a sprinkler system throughout the building if necessity should arise.

On the first or main floor are located the counting rooms, general and private offices, with a fireproof vault and private bath and toilet rooms. This private bathroom is equipped with a luxurious bath and shower and all other fixtures complete, which are so essential to comfort in a hot climate.

In the rear of the main floor is located the stock room, 80 feet long, the walls and ceiling of which are constructed with an inner and outer sheathing nailed on studs, the spaces between being filled in solid with sand; the floor is of similar construction with brick paving on the top and finished with cement; the walls and ceilings in this room are lined with zinc, and all sash in this room are arranged for double glass, so that the temperature can be perfectly controlled. On this floor also are the men's and women's dressing rooms, as well as the shipping, packing and labeling departments. In the packing department are provided handsome cedar-lined cigar cabinets for storing loose stock.

The basement of the factory is devoted to the bale, storage and casing rooms. Here the raw material is received, inspected and thence carried by electric elevator (this, by the way, being probably the first of its kind in Tampa), up to the third or top floor, where is situated the tobacco floor for preparing, drying and conditioning raw material for work. A reserve filler room is also provided on the floor. Zinc-lined chutes carry the material from this floor down to the distributing counter on the second floor, which is devoted to the



cigarmakers' tables and sorting platform. This is the floor which will seat 1,000 cigarmakers.

We take pleasure in presenting herewith a splendid photograph of the exterior of this superb addition to the colony of Tampa cigar factories. The building is 288 feet long by 50 feet width average, with a frontage of 90 feet, with brick walls and wood joists and flooring; the outside is faced with red brick, and the ornamental front porch with its copper roof lends dignity to the entrance. The main wing of the building is tile roofed and the building proper is covered with slag. The entire structure at the top is finished with an ornate cornice.

In connection with the sprinkler system, before mentioned, an artesian well has been bored to guarantee a plentiful supply of water for the pressure tank, and this is supplied by an electric pump. Two fire lines are provided on the outside of the building with hose, nozzles and valves on each floor and roof, together with a Siamese connection at grade for steam fire engine connection, so it can be seen that the protection against fire is as perfect as modern ingenuity can suggest.

The lighting of the factory is arranged for the utilization of both gas and electricity, and a complete interior telephone service has been installed connecting all floors and departments with a central station in the general office.

Messrs. E. Regensburg & Sons extend a cordial invitation to all members of the trade and their friends when visiting Tampa to call and make a personal inspection of the plant, and any availing themselves of this may always be assured of a royal welcome. One line of electric cars runs directly from the center of the city to the factory doors.

The planning and construction of this splendid building reflects credit on no single individual of this fine old house, but is the result of careful study by each member of the firm, suggesting, eliminating, but always with the single purpose of providing a factory for the production of cigars which would be worthy of their name.

It is hardly necessary to state that while some members of the firm will always be in Tampa, keeping personal control of the manufacturing end, the main offices of the house remain as heretofore at 164-168 Canal street, New York City.

Importers Visit Havana.

H. J. LUCE, president, and Walter H. Merrall, of the Acker, Merrall & Condit Co., of New York, returned a few days ago from a two weeks' visit to Havana. During their stay in the Cuban capital their time was devoted almost entirely to an inspection of cigar factories where a large proportion of the company's cigars are made. They are much pleased with the result of their visit. S. P. Coe, manager of the cigar department of this house, also recently visited Havana.

Change in Berriman Agency.

AN important change in the distributing agency for the Northwestern territory was recently made by Berriman Bros., of New York and Chicago, makers of the "Jose Villa" and other brands of clear Havana cigars, in appointing Lang & Co., of Portland, Oregon, to that capacity.

Mr. R. V. Morrison, cigar department manager of this house, expresses himself as highly pleased with this acquisition and feels confident that a very large increase in the sales of these goods can be made. The goods were first introduced into that section several years ago, and they were then being distributed by Campbell & Evans, but Mr. Campbell of that firm subsequently sold his holdings to Mr. Evans and soon after became a partner in the Campbell-Lakin Segar Co., and retained the agency until this time.

THEODOR GARBADE

Managing Director H. Upmann Factory, Habana

AMERICANS and others who have the pleasure of visiting at the great factory of H. Upmann & Co., at Havana, are fortunate indeed if they should fall into the hospitable hands of Mr. Theodor Garbade, who is the managing director.

Mr. Garbade is a native of Germany, in which country he was early instilled with the splendid commercial principles so prevalent in the Fatherland, but he has resided in Havana for some sixteen or more years and understands the manufacture and condition of the cigar industry as do few men of his years.

The house of H. Upmann & Co. are, primarily, a great banking institution, and their banking house down town, in Havana, is probably the finest building of its kind in Cuba. In addition to their magnificent main factory they also operate two other smaller factories on the outskirts of Havana.

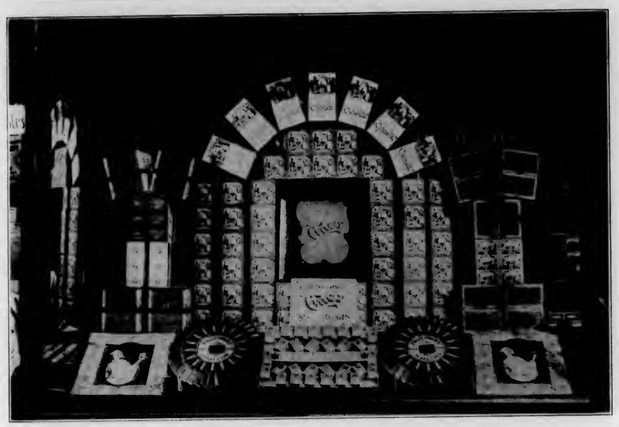
Upmann cigars have never been known as cheap cigars, but they have always been known as goods of the finest quality. The agency for the house of Upmann in the United States and Canada is held by Chas. Landau, whose offices in New York are located at 82 Wall street, and under Mr. Landau's management the goods hold to-day a pre-eminent position in the esteem of American consumers and dealers.

Cigar Lid Holders Universally Used.

That cigar dealers appreciate novelties which add to the convenience of transacting business is demonstrated by the tremendous success which has greeted the Ideal cigar lid holders. Although these holders have been on the market a comparatively short time, they can be found to-day in many stores, not only of this country, but in many foreign lands.

Among the recent orders obtained by Mr. J. Feldman, the manufacturer, was one from Salmon & Gluckstein, one of the largest retail cigar stores in England. Another order comes from Panama and a more recent request for the Ideal holders has been booked from Alaska.

There are many advantages embodied in the Ideal holder which are certainly distinctive. They not only provide for the holding of the lid of the cigar box at any angle, but also afford space for the display of price tickets, and the box may be closed without removing the holder.



CINCOS ALONG BROADWAY.

Window Exhibit of Henry M. Gratta, 1392 Broadway, New York, Knickerbocker Pharmacy.
Cincos, Robert Burns and Optimos hold the position of honor.

Ohio Leaf Men Fight Spread of Burley.

Association Warns Growers of Danger of Raising Different Variety.

ACTION has been taken by the Leaf Tobacco Packers' Association of Ohio, warning the farmers of the Miami Valley against what the association believes to be a menace to their interests. It is asserted by the association that an organized effort is being made by one of the largest tobacco manufacturing corporations to have the Miami farmers grow Burley tobacco. The association sees a possible danger in this, asserting that if Burley seeds should be planted in Ohio the pollen from the plants would be diffused and affect the crop of the Miami Valley high-grade cigar filler tobacco, turning it into a cross between a Burley and a cheap filler, thereby damaging the quality and reputation of Miami tobacco.

The association points out that if one farmer should start growing a cheaper variety, the whole valley's crop would be contaminated. A warning over the association's name has been sent to the farmers, urging them not to plant Burley seeds.

Following a meeting of the association, A. H. Reeder, William Stroop and William Lukaswitz, who were appointed a committee, drafted a circular letter which was posted on large placards throughout the tobacco-growing sections. In addition to this, a special agent was sent through the territories affected to persuade the farmers not to grow Burley. A vigorous campaign of publicity was conducted through the local newspapers and Chairman Reeder informs us he believes that as a result the association has to a large extent checked the planting of Burley seed.

The circular letter addressed to the tobacco growers was as follows:

"NOTICE

"TOBACCO GROWERS!

"It has been brought to our notice that certain parties are inducing the farmers in the cigar leaf growing sections of Ohio to change from the growing of cigar leaf to the growing of White Burley tobacco.

"In the past, numerous experiments have been made, and it has been proven that the Burley grown in the Ohio cigar leaf district is not of good quality, and will not command a good price in the markets. The soil in this cigar leaf district produces the finest domestic cigar leaf grown, and should Burley be grown in this section, our seed leaf, Zimmer, Spanish and Dutch will become hybridized through the pollen, and the quality of our cigar leaf grown in this section will deteriorate, and be less valuable and the market for our cigar leaf tobacco be seriously injured.

"The United States Agricultural Department has recently taken up this matter in a bulletin, in which they strongly advise all farmers to raise the kind of tobacco that they have been used to raising, and that which they know is fitted to their soils.

"In other States, changes have been made that have proved disastrous to the farmers, and that is why the Agricultural Department sends out this warning.

"The undersigned, who are working in the interests of the Ohio cigar leaf industry, *advise very strongly against* anybody raising Burley in or near the cigar leaf section.

"We know what we are talking about, and ask you not to try to raise Burley.

"THE OHIO LEAF TOBACCO PACKERS' ASSOCIATION."

Tom Allen's New Ideas Perfected.

THOMAS ALLEN, vice-president of the North American Tobacco Company, at Newark, N. J., is now placing upon the market several new brands of packages of goods which are uniquely packed according to the "Allen" way. A leader is being made of the "Cuban Sticks," which are put up in a blue and white package, retailing at nine for fifteen cents. Lucky Evans' "Plantation Rolls" are put up in a red and white package, and calculated to retail at six for ten cents. "Teddy Sticks" are put up in a green and black package, retailing at fifteen cents. "Porto Rico Sticks" are put up in a blue and black package, and retail at three for five cents. All of the packages offered by the North American Tobacco Company are held together by a simple yet ingenious device and for which an application for patent is now pending, having all been designed by Mr. Allen.

In each of the above packages the individual cigars are wrapt in oiled paper, and by means of the shades of the paper they are designated "mild," "medium" and "strong," according to the color of the paper which shows at the end of the package. The goods have been shown to some of the larger distributing houses in the East, and have attracted much attention.

Mr. Allen is now contemplating a business trip to more distant points.

Death of William Jenkinson.

Pittsburgh lost one of its most honored and prominent manufacturers in the death, at his home, of William Jenkinson, founder of the R. & W. Jenkinson Company, who died suddenly on the 27th ult., after a brief illness. The deceased was a native of England, having been born in Kendall on June 30, 1838. He was therefore 72 years old at the time of his death. His parents emigrated to the United States when he was but three years old, and upon the death of his father, which occurred at the early age of ten, he secured employment in the old tobacco house of W. & D. Rinehart, of Pittsburgh.

When a mere lad, together with his brother Richard, he founded the tobacco business of the R. & W. Jenkinson Company, and its growth from its inception has been continuous and profitable. It was quite natural that he should enter the tobacco business, coming as he did from Kendall, which is the great snuff manufacturing town of England. Since 1890, when the company was incorporated, William Jenkinson has been but slightly interested in tobacco affairs, his nephew, Alexander M. Jenkinson, being the present head of the house he founded.

Mr. Jenkinson accumulated a large fortune and was rated one of the heaviest real estate holders in Pittsburgh's fashionable suburb, Bellevue, where he had lived for over a quarter of a century previous to his death. He was president of the Bellevue Realty, Savings and Trust Company and a director of the Bellevue Country Club.

The deceased is survived by a widow and four children.

Death of Charleston Merchant.

Carl Conrad Plenge, one of the leading merchants of Charleston, S. C., died in that city last month at the age of 62. Mr. Plenge conducted one of the largest cigar and tobacco stores in that city and was prominently identified with the various German fraternal societies and numerous business organizations. He is survived by one daughter, Mrs. Herman Bollmann.

Philip Frank, organizer of the firm of Frank Bros., formerly in business in Philadelphia, but which later became known as Philip and John Frank, and the business removed to New York, died at his home in Philadelphia last week at the age of eighty-four years. The house has been in existence upward of fifty years. Mr. Frank came to this country from Germany. He was educated at the Heidelberg University.

E. F. Beale, senior member of E. F. Beale & Sons, Portsmouth, Va., died recently at his home in that city at the age of 63 years. Besides a widow he is survived by two sons who were associated with their father in business.

There is much evidence of satisfactory progress being made in the exploitation of the "Luxello" five-cent cigar, made by Luckett, Luchs & Lipscomb. In fact, the manufacturers feel satisfied that this brand has made more rapid gains in this city than any brand that has been placed on the market in recent years. It is now just six months since the firm began business operations, and each month has shown a very encouraging increase in the volume of business. Mr. Luckett, of the firm, recently returned from the New England States, where some very desirable new accounts were opened.

A Cork Tipping Machine Worth While.

A REPRESENTATIVE of the WORLD who called at the factory of the Mentor Company in Boston the other day had the opportunity of inspecting a machine for cork-tipping cigarettes, which excelled in its operation any other similar device which he had ever examined.

This machine, which was invented by James N. Tzibides, and is controlled by the inventor and E. J. Costello, seems to have entirely solved the perplexing problem of mechanically cork-tipping a cigarette. Primarily the device does the work speedily and yet handles the cigarettes without damaging them.

The cigarettes are fed into the machine over cylinders, and the entire drop of the goods from the feed trough to the finished box does not exceed two feet. The arrangements are so skilfully provided that the cigarettes are handled practically without vibration, and the shaking out of tobacco, so common in most similar devices, is entirely eliminated. While the machine was in operation and had cork-tipped over 5,000 cigarettes at a speed of more than 140 per minute, the writer observed that there had not been enough tobacco shaken from the 5,000 cigarettes to roll half a new one.

The principal feeding cylinder of the device can be so arranged that cigarettes can be handled from both sides, and under these conditions it is possible to tip 280 cigarettes per minute, only one operative being needed.

The "White Heather" Brand.

A. L. Cuesta, of Cuesta, Rey & Co., is a man of high ideals. For several years he has had in his mind the production by his firm of a cigar which would meet the superlative standard of the "truly Spanish factory," and the firm believe that they have reached this in the new "White Heather" grade, which they are now marketing.

"White Heathers" are manufactured in a special annex to the Cuesta Rey factory, in Tampa, which was constructed solely for the purpose of producing these goods. The leaf entering into this product is entirely segregated from that used in all other brands. Separate sorting, manufacturing and packing quarters are provided for "White Heathers," and the goods must, perforce, be seen to be appreciated. Some idea of the character of the goods may be obtained from an inspection of the exquisitely artistic label adopted by the house, a reproduction of which is given herewith. The characteristic spray of the delicate white heather, flanked by the coat of arms on either side and worked out in the finest examples of lithographic art, are symbolical of the quality of the goods contained in the boxes on which it appears.

PROBLEMS of the RETAILER

System in Retail Business.

MORE than ever it is nowadays necessary and apparent to the up-to-date dealer, that if he is to be thoroughly successful he must be thoroughly systematic and business like in every one of the many details in his undertaking.

He is fast coming to realize that it is a much more complex trade than it was even ten or fifteen years ago, and to the beginner too much emphasis cannot be placed on his opening out. Among other things he must have a complete bookkeeping system at the start—a system which will show his stock, fixtures, and good will (good will, of course, where an established business has been taken over) in detail. In order that he may be intelligently guided in subsequent purchases it is necessary for him to make careful note of the demands for special things which he may experience. Cleanliness and brightness will be specially featured and without this a retail cigar business is not worthy of the name. It is always wise to go slowly and work systematically, but specialize. We believe that every tobacconist should specialize. Like every other branch of commerce, originality applies very strongly as a feature to the smoking public.

The matter of general expense or sundry expense is one that needs careful scrutinizing at all times, for it has proven a pitfall to many a one who was apparently endowed with the virtues of success. Expense items cannot be too minutely divided, for the finer the division the easier a waste of money can be detected.

The tobacconist who has and keeps at his hand a properly prepared statement of both receipts and expenses is indeed in an enviable position, and although he may not seem to be doing much, and apparently does not worry unless something goes wrong, he does show his training and ability to mend breaks and to strengthening weak places.

An analysis of the sources of income into divisions somewhat similar to the analysis of the expense account will enable him to come to a proper determination of correcting any errors that may have crept into his business. It is not necessary to worry about items of expense which show a minus nor about those items of receipts which show a plus. With a nicely divided sheet of both expenses and receipts, one can quickly determine where the profit is coming from and where the leak appears. If an expense item shows plus, you can run down that item and see reasons for it, and then endeavor to reduce the expense. If a receipt item shows minus, you can run down that item and endeavor to increase the receipt.

The retail dealer's real success comes to him in the shape of profits at the end of the year; that is, the amount of money he has made. It is often easier to increase profits by cutting the expenses than it is to increase profits by endeavoring to increase sales.

Extremes may carry things too far, and the retail dealer must not cut the expenses beyond the point where it is seriously interfering with the sales.

Vincent Marrino, a storekeeper at Nonantum, Mass., was fined $15 last month for selling cigarettes to a minor. Marrino pleaded guilty, paid the fine and testified that he was not aware of the existence of such a law.

Don't Worry Your Customers.

THE boys behind the counter are probably becoming well-nigh tired of the constant advise which is being given, yet there is one subject that has occurred to the writer, and which he wishes to dilate upon. It is not always that advice tendered was based upon actual experience, or upon a close-range observation and study of the subject treated upon.

Not long ago advice was given by one of those theorists, who claimed that the modern way of doing business demanded that the man behind the counter should teach his customers to buy more rapidly, and that a customer should always be disposed of in the shortest possible time, and with no unnecessary conversation upon the part of the clerk.

The same person went on to ingeniously figure out that if the clerk saved from thirty to ninety seconds on each customer waited upon, it would amount to something like two hours of time in each day, and an entire day in each week and almost two months out of each year. The theorist attempted to point out that this time might be employed by he clerk in waiting upon a large number of additional customers, and in that way increase the volume of his sales during the year to the extent of quite a few hundred dollars.

Theories are well enough, but unless they can be reduced to practicability they are of little consequence, and we believe one would be safe in venturing the opinion that if the average cigar store clerk attempted to rush his customers in the manner above described, he would find long before the end of one year that he had lost far more than he had gained.

The establishment catering to the better class of patrons will not tolerate having customers hurried and rushed when selecting their goods, and the clerk who attempts to handle them so abruptly would be very likely to find, only after it was too late, that they had transferred their patronage to another store where greater consideration is extended them.

Again, the better class of customers who buy the finer grades of cigars, cigarettes, pipes or smoking mixtures, find a certain amount of pleasure in the transaction, and ordinarily they like to go about it in a leisurely sort of a way, so that the clerk who expects to gain and hold their trade must necessarily be tactful and accustomed to diplomatic usages, or in other words, he must please them through his personality as well as with the quality of goods that he may sell them.

Even with the less important customers a clerk cannot well afford to be overzealous in his efforts to dispose of them at a high rate, and if he does he is almost certain to overlook many an opportunity for interesting them in new goods, or of persuading them to buy a box of cigars when they had dropped in to merely buy a quarter's worth for immediate needs.

There is, of course, such a thing as a clerk behind a cigar counter actually wasting time in handling customers, but if he does so, it is more likely that he is doing it because he is not a good clerk. The right sort of a clerk will never unduly hurry a customer, nor will he seek to detain them needlessly, nor longer than it is really necessary for the best interests of the store.

Two more cigar stands will be opened in Scranton, Pa., by the United Cigar Stores Company, one at Penn avenue and Spruce street, and the other at Lackawanna and Washington streets.

A Way to Increase Business.

A CONTRIBUTOR in one of our exchanges writes as follows on the subject of the increase of business for the retailer.

"It is your duty to make people feel like coming back to buy because that is the only way business can be increased. The store is bound to lose customers occasionally for a number of reasons, but it should be remembered that steady customers are the only ones that pay profits. Steady means that they keep 'coming back' to you again and again, because they like your store, your goods, your prices and you.

"Schemes which get a person's money by some trick never last long. Many a man has tried something of the kind, and lost all his money, because people who were fooled once wouldn't 'bite' again.

"The biggest merchandise business in the world would fail if it did not please people and make 'come-backers' out of them."

Display Color Scheme.

In the matter of attractive displays, the color schemes are a highly important part of the dealer's work, and with a view to helping to get up a good combination of colors in window display schemes, we would suggest the following:

Blue and black.
Blue and gold.
Blue and maize.
Blue and salmon.
Blue and white.
Blue, light and dark.
Black, gold and red.
Black and lilac.
Black, lilac and scarlet.
Black, white and scarlet.
Black, orange and blue.
Lilac and gold.
Lilac, gold and scarlet.
Purple, scarlet and gold.
Purple and gold.
Purple and yellow.
Green and gold.
Green, orange and red.
Brown and blue.
Brown and dark green.

Big Shipment of Knapsack Cigars.

The Seidenburg Cigar Company, of Greenville, S. C., recently shipped 600,000 "Knapsack" cigars to New York and New Jersey, the biggest ever sent up from South Carolina. The Greenville cigar factory employs over 400 people and makes 15,000,000 cigars in a year. The pay roll is $2,000 to $3,000 a week, and some young women make $15 a week.

Tobacco prices have remained firm around Nashville, Tenn., since the middle of March, 8 cents for leaf and plug being an average price. Deals in the Upper Cumberland River counties involve 8,000,000 to 10,000,000 pounds, the bulk of which will go to the Louisville Warehouse Company. Deals will be active between this and July 1st, when the United States tax raises from 6 cents to 8 cents.

The Alabama Tobacco Growers' Association has been incorporated with a capital stock of $25,000 for the growing and selling of tobacco and kindred crops. The incorporators are Robert von Morpugo, W. J. Lavery and M. A. Goonrey.

E. H. Ford is about to start a cigar factory at Muskogee, Okla.

Late Retail Bulletins

The stock of Walter Herbold's cigar and tobacco store at Elwood City, Pa., was sold by the Sheriff to satisfy the claims of the Wiedemann Tobacco Company, of Cleveland, O.

On a petition of the creditors, the Taylor Company, Atlanta, Ga., dealers in cigars, &c., were placed in the hands of a receiver, John T. Dennis being appointed.

Charles A. Whelan, president of the United Cigar Stores Company, has purchased a $75,000 home at 166 Washington street, East Orange, N. J.

Hemenway & Moser, of Salt Lake City, are pushing their plans for the new cigar store in the Broom Hotel Building at Ogden.

S. H. Markham, the Chicago tobacco dealer, is touring Southern California accompanied by his family.

A jobbing business in cigars, tobacco and groceries was opened by Ralph W. Luckie at Mexico, Mo., last month.

The selectmen of Greenfield, Mass., have allowed the cigar dealers to remain open until 10 A. M. on Sundays.

The Crowther & Cusick cigar store at 266 Central street, Gardner, Mass., was sold at auction recently for $810. Mr. S. Benoit was the highest bidder, and will conduct the business in partnership with P. L. Letendre.

Asks About Best Book on Tobacco.

Tobacco literature is so abundant and there is such a stream of it leaving the press of the country, as well as the United States Government printing offices, that there should be no difficulty in any enquirer getting down to the bottom facts on tobacco. The weed is planted in nearly every State in the Union now and the essential facts of its production would seem accessible to any intelligent person.

A 500-page book, richly illustrated, entitled "Tobacco Leaf, Its Culture and Cure, Marketing and Manufacture," by J. B. Killebrew, A. M., Ph. D., is probably the most pretentious work that has left the press on the tobacco question. This volume takes up the antiquity of the weed, its chemical qualities, the original seeds of production, the spread of the tobacco habit over the world, planting of the seed, the needful manures and fertilizers, science in its application, the pests of tobacco, marketing for domestic distribution and the precautions needful in exporting to foreign countries.

"Tobacco Leaf," we may say, covers every phase and feature of tobacco rearing and selling, and if our friend in Danville will get a copy, he will hardly need to write letters to the trade on the subject.

OUR registration clerk calls my attention to a curious phase in the registration business. In the past two weeks there have been at least ten applications in our office for the registration of the word "Chanticler" as a label for cigars, &c. The name was snapped up way back in 1894 and is owned to-day by the American Cigar Company, so that our friends who have been attracted by the phenomenal success of the Rostand play in Paris can save themselves any worriment as far as the use of this particular brand is concerned, as applied to cigars.

Incidentally, "Chanticler" is being extensively used for the advertising of hats, neckties and various other commodities in which the crowing qualities of the rooster may be aptly applied.

The play by this name proved one of the few sensations that jaded Parisians have received in years and the appearance of favorite footlight artists garbed as roosters, chickens, ducks and other barnyard protégés created a tremendous sensation.

It is odd how that chap Rostand catches the popular fancy with his unusual genius.

* * *

Paul C. Gall, an Indianapolis tobacco merchant, if all accounts be true, is the monumental scoundrel of his city and State. According to published accounts, Gall became cognizant of certain things in the private life of Max Emmerich, a bookkeeper in the Capital National Bank of that city. Gall deposited in this bank and overdrawing his account $3,000, induced Emmerich to cover it up. He then on various pretexts secured through Emmerich $40,000 of the bank's funds. Discovered and tried for embezzlement, Emmerich was sentenced to the Leavenworth Penitentiary. Then came Gall's turn. Summoned before Judge Anderson in the Federal Court, the Judge said to him:

"You have perjured yourself and are more guilty than Emmerich, who pleaded guilty here. The depth of your infamy is greater than I ever before have seen. Having some hold over Emmerich because of something you knew about his private life, you forced him to commit his crime. I sentence you to five years in the federal prison at Leavenworth." Gall collapsed and fell to the floor and had to be almost carried from the court room. The general opinion is that he got no more than is his due.

* * *

Smoking in court is tabooed everywhere, but I read of an incident the other day wherein an Iowa judge not only countenanced smoking by lawyers pleading before him, but actually encouraged them to enjoy it. A million-dollar suit was on trial before Judge McHenry at Des Moines, Iowa, last week; the lawyers and their distinguished clients were in court many long hours, and no one had the temerity to relieve his overwrought nerves by smoking. Then one of the more courageous spoke up and asked the court if there would be any objection.

From the bench came this astounding reply: "What care I for dignity. It's the facts that I'm after. Fire up, gentlemen."

Immediately fragrant perfectos, dingy pipes and even cigarettes fairly leaped from the pockets of every one in court, and soon the room was filled with clouds of real smoke.

As the fumes reached the nose of the judge, he shifted uneasily in his seat, and looked as if he, too, were longing to puff an Havana.

"It's hard to refrain, gentlemen," he said, "but I have reached the conclusion that the court doesn't dare to smoke. You will pardon me if I seem to turn my back. I can endure the privation better when I can't see you."

* * *

Russians, as is well known, are the ablest linguists in the world, and this is a good thing, so we Americans think who have visited any portion of the Little White Father's great domain, and attempted to properly pronounce the assortment of consonants minus vowels which they use for proper names and such like in St. Petersburg or Moscow, but Makaroff ought to be easy, for the cigarettes of that name are getting better known every day.

The sales manager of the Makaroff Company of America was dining at the Waldorf some time ago and when coffee time arrived ordered the French waiter to go and get him a package of their cigarettes, pronouncing the name correctly. The servitor bowed, wended his way to the cigar stand, and returned shortly with the statement that it was a new brand and they did not keep them. Explanation followed that they were the Russian cigarettes in the small dark red boxes with the double-eagle Russian coat of arms on the box. Once again the waiter journeyed to the cigar stand and returned without the desired package. "We haven't got no May-kar-off cigarettes," he said, "and the only Russian cigarettes we carry is the Mack-a-roffs. Will they do?"

The sale smanager replied that he guessed they would have to do, as a rose by any other name would smell as sweet.

* * *

The Topeka Daily *Capital* has the following in reference to the future of tobacco in that section of Kansas:

"The people of Northeastern Kansas believe that Leavenworth is to become the center of a tobacco district that will rival the tobacco-growing region of Kentucky. The growth of this new industry along the Missouri River, in Clay and Platte Counties, Missouri, and in Leavenworth and Atchison Counties, Kansas, and the preparations for the coming year's crop, point to this section as one of the most profitable fields for tobacco growing in the United States.

"Across the Missouri River and eight miles above Leavenworth the old frontier town of Weston, the outpost of civilization, from which the commerce of the plains and the Salt Lake region was hauled by wagon sixty years ago, is now enjoying its greatest prosperity. For a half century Weston stood still, its early population of 4,000 dwindling to 700. Within the past two years the population has jumped to 3,000, and land prices around about have advanced from $100 to $200 per acre. This is due to the tobacco industry in Platte County. Farmers on the Kansas side of the Missouri River have demonstrated that the soil conditions here are the same, and hundreds will discard other crops and plant tobacco.

—THE ONLOOKER

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EDITORIAL.

Advantages and Disadvantages of Private Brands.

In these days of widely advertised brands of cigars, cigarettes and tobacco, retail dealers have, in many instances, suffered from the price-cutting war waged by unscrupulous competitors. One of the results of this has been the increased demand for private brand goods.

It is a noteworthy fact that many of the most successful retail cigar stores have built up their business on their private brands, although they carry along with them the regular line of popular goods. Manufacturers have been loath to encourage this private brand feature and have yielded only after insistent demands. From the retailers' standpoint, the private brand has its advantages. In the first place, he contends that he can get a better cigar made and branded privately than he can obtain for the same price on the established brands. Moreover, by giving a better cigar for the money and keeping the brand for his own distribution, he can build up a select class of box trade, which will increase the volume of his business and add to his profits.

These private brands are usually ordered direct from the factory and eliminate the usual selling costs which prevail on the ordinary brands. If the manufacturer puts the saving on his selling cost into the quality of the cigar or tobacco, then the retailer should undoubtedly receive better goods than can be obtained ordinarily.

The only successful way of pushing the private brand is to establish its identity by advertising and feature window displays. If the dealer studies this question seriously he will agree that he is simply following in the methods of the big manufacturer, only on a smaller scale.

Dealers contemplating putting in private brands should not lose sight of the fact that they must also carry the goods which are in popular demand, for there are some smokers who will not buy an unknown brand, even if it is better than the kind they call for.

The Affect of the New Revenue Law.

There is a divergence of opinion in the trade as to how the new revenue law, which goes into effect July 1st, will affect the tobacco and cigarette trade. It is not believed that the changes in the sizes of the statutory packages will have any direct effect on the retailer, as any increased cost in taxation is usually borne by the consumer and will in no way diminish the profits of the handler.

The new sizes of tobacco packages, it is believed, will make it impossible for them to be packed in the old style cartons, and it is likely that tobacco will be sold by the dozen and gross lots instead of at the usual pound rate.

In cigarettes, it is predicted that only the lower price goods will be affected. Manufacturers who have been making cigarettes under the 54-cent stamp will be obliged to use smaller packages, as the increase in the tax to $1.25 per 1,000 would wipe out their profits under the old-style packages.

It is yet too early to predict how the changes will affect the trade at large, but we believe that manufacturers will soon adjust themselves to the new order of things and that business will go on unhampered.

A Prince's Boycott on American Cigars.

The boycott which Admiral Prince Henry of Prussia is crediting with declaring against American cigars and cigarettes is one of the highest tributes he could have paid to the industry of this country. It appears that his Royal Nibs has been much excited over the invasion of his country by a branch of The American Tobacco Company, which was recently opened at Dresden, as well as the heavy importation of American-made and Havana-made cigars. If these goods have been crowding out the home product, they must have been superior to those made by his compatriots. And no royal edict, such as is attributed to the Prince forbidding his sailors to use American cigars and cigarettes, will prevent the lusty Prussians from taking a Yankee whiff if they choose.

Ordinary graft, such as that which prevails among small tradesmen and their customers, is known down in Louisiana as "lagniappe" (lan-yap). This first began through the shopmen giving little tidbits of sweets to the negro messengers sent to them by their masters to purchase household articles. Naturally servants filled their masters' orders at the shops which gave them the most lagniappe, and, of course, it was a chance for the dealer to build up his prices high enough to cover the prizes. Butlers of high degree were not slow in yielding to the seductions of lagniappe, and from Louisiana it has spread all over the country, though it is by no means sure that graft started in Louisiana. There are not a few instances, indeed, in the Bible.

The lagniappe habit finds expression now in all sorts of trading stamps and coupons of varied degree, which finally evolve into a Morris chair and other bits of furniture dangerous to sit upon.

Reports from Elkhart, Ind., state that the cigar manufacturing business is slowly reviving from the effects which followed the closing of the saloons in that city.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

The Daylight Factory of Ruy Suarez & Co.

RUY SUAREZ & CO., who on February 1st removed their factory to the new concrete building at 422-430 East 53rd street, may well be proud of their present plant.

They occupy a floor space of 9,000 square feet, situated on one floor, with such ample sunlight that they have never had occasion to use electric light excepting in their humidor, which is also constructed of reinforced concrete, making it absolutely fire-proof and properly built for seasoning cigars. This factory turns out more than thirty different sizes of cigars.

The building is equipped with every convenience and appurtenances for safety, and as a result the factory receives many applications from cigarmakers who have hitherto worked in the conventional, old-fashioned buildings. This in itself has worked wonderful results for Vincent M. Planco, who is in direct charge as factory superintendent and of everything pertaining to an administrative character.

John J. Planco, the general outside man of the firm, does the work that keeps the factory busy. He has just returned from a Western trip with some good orders from prominent distributors.

It is well to note that Ruy Suarez & Co. do not employ any salesmen. Mr. Jack Planco's line of working is to make only two trips a year and he has found that sufficient, because of the uniformity and high grade quality of their output. The factory make exclusively Havana cigars and employ choice skilled Cuban workmen.

They have just received an order from a concern who now operate thirty stores and who are installing in each a cigar department. These stores are distributed throughout the most desirable locations in New York City and elsewhere. They have also an order from Austin, Nicholas & Co. for sufficient to make the factory the beehive that one notices when visiting it.

New Distributor for Jose Vila.

M. W. Berriman, of Berriman Bros., 1170 Broadway, N. Y., left for Chicago on March 21st. Mr. Berriman expects to spend a week or so at their Chicago office in conference with his brother, E. C. Berriman.

The latter has recently visited the far Western and Pacific Coast territory and has now returned to Chicago headquarters.

It is stated the firm have recently made a very important move in the Northwest, having placed the Northwestern agency for their popular brand, José Vila, in the hands of Lang & Co

G. S. Nicholas & Co., New York, have secured the agency for the Hyman Genuine Cut Plug, manufactured by S. Hyman, Ltd., of Montreal, Can.

F. Villar & Co. in New Quarters.

Fermin Villar, of F. Villar & Co., Inc., sailed on March 19 for Porto Rico. He has made this trip many times, but this occasion is of especial significance, inasmuch as Mr. Villar was married on the evening of March 17th and the present one is a honeymoon trip.

Previous to Mr. Villar's departure, a meeting of F. Villar & Co., Inc., was held, and the following officers were elected: F. Villar, president; Milton L. Cohn and Charles Heilpern, vice-presidents; L. Joseph, secretary and treasurer; George Bain, assistant treasurer. The company will remove its offices on April 1st to more spacious quarters at 9 Burling Slip.

Mr. Cordero on the Pacific Coast.

E. P. Cordero recently returned from his Cuban trip a little ahead of his scheduled time. He reports very satisfactory results, although a little disappointed in the outlook for the coming tobacco crop, particularly on fillers, due principally to the unfavorable weather conditions which have prevailed on the island.

Upon his return Mr. Cordero recalled Col. William M. Levine, who was traveling through the South, and at that time at Nashville, to the New York office to confer with him and arrange to accompany him on an extended Western trip to the Pacific Coast, upon which they left New York on March 3rd.

The General was particularly anxious to make this tour, as it is now seven years since he has had an opportunity of shaking hands with his friends in this territory.

Harry Cordero states they are having an excellent trade on the "Mr. Hogan" cigar, and that he is receiving good reports from his father and Mr. Levine, who have opened up some fine new accounts. Unless present plans are changed, they will not return much before May 12th.

Sylvester & Stern's New Buyer.

Sylvester & Stern have announced that they have secured Doroteo Herrera to act as buyer for them in Cuba, making a specialty in Vuelta Abajo. Sylvester & Stern were quite fortunate in obtaining such an able man to represent their interests in Cuba, Mr. Herrera being a recognized authority on tobacco, having devoted his life to the study and handling of this product. For many years he was associated with Bruno Diaz & Co., and for six years acted as buyer for the E. H. Gato Cigar Company.

A petition in bankruptcy has been filed against Julius Blankenstein, retail dealer in tobacco and cigars at 197 Fulton street, New York. Mr. Blankenstein has been in the business forty-three years. Liabilities are placed at $5,254; assets, $1,908, consisting of stock, fixtures and cash.

E. M. Schwarz & Co.'s New Factory.

Modern Building Overlooking East River Provides Excellent Facilities.

ONE of the most modern, substantial and thoroughly equipped cigar factories in the country has been built and is now occupied by E. M. Schwarz & Co., at 29-35 East End avenue and East 81st street, New York City.

The location is particularly adapted for this purpose, as it is situated high above the bank of the East River, the rear facing the river, thus affording an abundance of fresh air and light.

The building is constructed of brick, concrete and steel, as nearly fireproof as is possible, and has a frontage of 102 feet with a depth of 80 feet, eight stories in height, one of which might be commonly called the cellar. In this case, however, it is almost as light as any other floor, as the windows face the river and are twenty-five feet above the high-water mark.

One-half of the first floor is devoted to a reception room, the general business offices, and the private offices of Mr. Schwarz, Mr. Klein, Mr. Wertheim and Mr. Cahn; the balance is used for the vaults and stripping room.

Particular thought has been given to the matter of the several vaults, which have been constructed, not only for the extra security of their contents, but are also dust-proof.

The cigar vault, containing the ready-for-shipment product, is very thorough in its construction, and is built of hollow tiles covered with Portland cement, the interior with boarding, between which is placed cedar sawdust. The floor is also of cement, covered with sand and brick, insuring moisture proof, but in case moisture is needed, there is an arrangement below the ceiling, of brass pipes, which are punctured with small holes, to allow a dripping on asbestos underneath the pipes. By this means the moisture can be regulated to suit conditions.

The cigar vaults on this floor have a capacity of 1,000,000 cigars.

On the top floor there is also another vault, placed in the centre of the room for loose cigars, which has a capacity of 900,000. On this floor there is an accommodation for the packers, and they are supplied with the cigars from the cigarmaking rooms by dumb waiters and elevators, a system which is installed throughout the entire building.

There is one floor devoted to drying fillers, separating by a wall the Havana from the seed fillers; also one for the cigarmakers and one for the manufacturing of the Little Loveras.

The boiler, two dynamos—one fifty and one twenty-five horse power—which provide light and heat for the building, are located in the cellar. There is also a motor on each floor, which regulates the power for that individual floor, independently of the others.

The ventilating system is very complete, and the sanitary appointments are as nearly perfect as can be. For example, the wash and dressing rooms are of marble, concrete and nickel. There are separate compartments on each working floor for lunch rooms, and each employee is allowed two hooks for hat and coat in coat room.

The factory has now about 1,200 employees, divided among the cigarmakers, bunchmakers, packers, strippers and handlers, and is turning out about 210,000 cigars a day. They are now advertising for more hands, and hope very soon to be able to run to the full capacity of the factory, which is 250,000 a day.

Jacob Rosenstadt, the well-known leaf man, quietly slipped away on March 23rd and was married. Three days later he sailed from New York with his bride for a short honeymoon trip to Havana. Mr. Rosenstadt is the senior partner of the firm of Rosenstadt & Jacobs, and in addition to his thorough knowledge of the tobacco business, has a magnificent voice, having studied under the best European masters.

What's in a Name?

In keeping with the high quality of the Savarona cigars is the dignified label of this brand, which we reproduce herewith.

Savaronas have won a place in the favor of the American trade which is indeed enviable, and it has been a logical development that once Savaronas are introduced in a store, they can always be found there in increasing quantities.

Savaronas are an exemplification of the highest development of Porto Rico cigar manufacture and the Cayey-Caguas Tobacco Company of Pine and Water streets, New York, have spared no effort to exploit these goods before the American trade.

J. Tarantous to Make "Mi Valors."

With a record of nearly twenty years back of him as foreman in charge of the Regensburg plant in New York, J. Tarantous has leased quarters at 213 Pearl street, New York, and commenced the manufacture of clear Havana cigars on his own account.

Mr. Tarantous has chosen the name of "Mi Valor" for his goods, and is making a first-class clear Havana cigar in twenty-odd sizes.

The latest report last week at the office of H. Anton Bock & Co. was that Mr. Bock was at that time in San Francisco. From there he was to go to Portland and Seattle and work his way back East over the Northern route. He has been particularly fortunate in not having lost any time on account of the recent bad weather conditions in the Far West, his delays being only in the usual course of business, which he reports very satisfactory. From present indications he will return to New York about April 15th.

Jacob Cohn, of J. Cohn & Co., 164 Water street, importers of Havana and Porto Rico seed leaf tobacco, sailed March 19 on the "Carolina" for Porto Rico. The object of Mr. Cohn's visit to Porto Rico at this time is more for the benefit of his health and a rest than for business purposes. He expects to remain until June, M. L. Cohn also leaves for Porto Rico on April 2nd for a tour of the island, making his selection and purchases of the new crop, which he states is of good quality, but not plentiful. He will be away for three weeks.

Adolf Eckert, representing Vereinigte Pfeifenfabriken A.-G. of Nürnberg, Germany, manufacturers of briar pipes, sailed from New York on March 23rd on the Kronprinzessen Cecille.

Mr. Eckert has recently devoted several weeks looking after the American interests of his company in this country.

Among the cities he has visited are New York, Chicago, St. Louis, Philadelphia and Pittsburg.

D. Jacobs, representative of the famous Por Larranaga factory at Havana, started out last month on an extended trip He will first visit New England and later expects to cover the Middle West and the South.

"Billee" Taylor, general representative in this country for the Romeo y Julietta factory at Havana, has returned from a pleasant trip to Cuba, accompanied by Mrs. Taylor.

Introducing Mah Mal Cigarettes.

Charles M. Gudknecht, purveyor of high-class cigars and cigarettes, who recently introduced into this market the Mah Mal Egyptian cigarettes, is enjoying remarkable success with the goods. In an interview with Mr. Gudknecht he told a TOBACCO WORLD representative that the Mah Mal cigarette is a high-grade product of Egyptian cigarettes, and which, while it has long had a considerable sale in New England points, was entirely new to this market until he introduced it.

Not only has this brand been favorably received by the leading clubs and prominent cafés, but a demand is being created among the better class of retail stores, as well. In this connection a peculiar incident was related by a local dealer the other day. It appears that a customer had come into his store and purchased a package of Mah Mal cigarettes, but through some misfortune he dropped the package on the street not far from the store. Another passer-by discovered the package, picked it up and immediately instituted an inquiry from nearby cigar stores as to where he could get those goods. He then stated that he had been accustomed to smoking them while in Boston, but that he had never been able to get any in Philadelphia. There is no more trouble like this coming to the man now, since they are pretty well placed about town.

Harry Bush, who has for a number of years been identified with Mr. Gudknecht, is now chief salesman of the Mah Mal cigarette account, and also several attractive lines of Tampa goods for which Mr. Gudknecht is the distributing agent.

Retailer Has New Coupon System.

Samuel Greenwald, a well-known retail dealer at 5 Market street, has adopted a novel coupon system—one which introduces a unique way of utilizing trade stamps. It also affords Mr. Greenwald's patrons the advantage of the extensive premium department of one of the largest trading stamp concerns in the country. We are informed that this plan is proving a very satisfactory one to Mr. Greenwald, and that he even contemplates extending his operations in this line.

I. L. Kemper, of M. Kemper & Sons, Baltimore leaf tobacco dealers, was spending a few days in the Philadelphia market this week. Mr. Kemper was showing fine lines Zimmer Spanish, Pennsylvania and Havana tobaccos.

United Store at 13th and Chestnut.

ONE of the most important leases which the United Cigar Stores Company has ever closed in Philadelphia was consummated last week, when they took over the southeast corner of 13th and Chestnut streets. This site, which was formerly occupied by M. J. Dalton's cigar store, is one of the best in Philadelphia. Only a part of the store is leased, having a frontage of 20 feet and a depth of 20 feet on Chestnut street. The terms are not disclosed, but it is surmised that the United is paying a fancy figure. The Dalton store has been removed around the corner of South 13th street to the quarters formerly occupied by the Broomall-Lafayette Cigar Company. As soon as the premises at 13th and Chestnut streets has been remodeled, the United store will be opened.

O. L. Myers, of B. Lipschutz, Philadelphia, returned from a lengthy trip over the West recently and turned in some excellent accounts, among them being P. J. Rubey, of Chicago. The Lipschutz "44" cigar is gaining rapidly in the West, and the brand is well sold ahead. Mahlon A. Funk began a tour March 20th of New Jersey and Pennsylvania, his calls resulting in the opening of a number of desirable accounts for the Lipschutz goods.

M. Falk, head of the Falk Tobacco Company, Richmond, Va., stopped off in Philadelphia March 20th for a few days' call among the trade. Mr. Falk visited a number of stores, among them being Godfrey S. Mann, Yahn & McDonnell and other prominent handlers of the Falk goods in this market. He was well pleased with the business gathered in Philadelphia and continued his trip to New York in an optimistic frame of mind.

Arthur Hagen & Co. this week removed their offices and salesrooms to 152 North Third street, just across the way from their former premises. A member of the firm states that a very large sale is being created in this market on the "Monolite" self-lighting cigarette. These cigarettes are sold at the popular price of 15 cents, and since Philadelphia is a strong market for popular-priced goods, it is now expected that the "Monolite" will rapidly spring into increasing public favor.

A. Pareira is closing his leaf business at 239 Race street, and expects to again return to the road as a representative of some leaf house.

Boltz, Clymer & Company's Plans in Tampa.

New Factory, to Be Occupied August 1—Will Provide Room for 572 Tables.

WORK is now being rushed on the construction of the new cigar factory of Boltz, Clymer & Co., at the corner of Havana and Oak streets, West Tampa, Fla. Although the work was not actually started until March 1st, it is proceeding with such alacrity that Mr. John H. Boltz, the head of the company, hopes to occupy the completed building on or about August 1st.

A view of the plans prepared by Fred J. James, the Tampa architect, leads one to predict that the new home of this old established Philadelphia firm will be one of the most imposing from an architectural standpoint and most satisfactory from a manufacturing standpoint that has graced Tampa in many a year.

Built of red and white brick with truly Colonial columns, it will have a frontage of 50 feet and a depth of 153 feet. There will be three stories and a basement. The building sets back considerably from the street to provide room for a terrace approach, being situated in the middle of a lot 100 by 252 feet. This area will give ample space for enlargement as the needs of the factory require. On the first floor, and either side of the lobby, will be the general business offices, opening from which will be the private office of Mr. Boltz and his son, John Clymer Boltz, who will be in direct charge of the factory.

An annex is erected, providing shower baths and tubs for the exclusive use of the executives. The remainder of the first floor will be divided for shipping, stamping, packing and general supply and storage rooms. Ample platforms will be provided for the shipping of the goods and a *port cochere* is erected on the side, through which the delivery wagons will pass.

The second floor will be devoted exclusively to the workroom, being admirably lighted on both sides and from the ends, and providing room for 572 tables. To the rear will be a room for the selectors of tobacco and also for the filler supplies. The third floor will be divided in the centre by a long partition and various rooms will be apportioned, providing separate spaces for stripping, blending and the filler departments. A space is also allotted to provide for additional room for workmen should the new factory be overtaxed.

An admirable feature of the new factory will be the construction of an annex to the rear, which will provide toilets for the workpeople. This is a sanitary feature which cannot but make for the good of the product.

The basement, which will be well lighted and kept perfectly dry, will provide space for the casing and storage room, as well as warehouses for tobacco supplies and manufactured cigars.

The erection of this splendid factory in Tampa will mark an epoch in the career of Boltz, Clymer & Co. The firm was established in 1880 and its first quarters were in the meagre building on Third, near Arch. In 1891 the firm moved the factory to the corner of Fifteenth street and Lehigh avenue, which they have occupied ever since.

It is the intention of Mr. Boltz to continue the manufacture of cigars in the Philadelphia factory, chiefly his "El Merito" brands, and to devote the new factory exclusively to the manufacture of clear Havana goods, notably the "La Palencia." The latter have been on the market for ten years and have had an enviable reputation. They are sold at retail from 10 to 50 cents, and come in 30 sizes.

With the opening of the Tampa factory the firm will be in better shape than ever to give the trade high-class goods in any quantities desired.

Alfred W. Penner will hereafter represent A. Cohn & Co. in York and Lancaster Counties, Pa. He was formerly with Dohan & Taitt, of this city.

Death of H. Dolinsky.

HENRY DOLINSKY, founder and senior member of H. Dolinsky & Son, leaf tobacco dealers, at 147 North Third street, died at his home in this city on March 17th after a lingering illness.

Mr. Dolinsky first engaged in the tobacco trade eighteen years ago as a cigar manufacturer. Three years later the firm, which had become known as H. Dolinsky & Son, embarked in the leaf tobacco business, and has been engaged in that line since that time. They were at first located down town, and subsequently removed to 112 North Third street. About a year ago they purchased the property now being occupied by them at 147 North Third street.

Mr. Dolinsky was known in several of the tobacco-growing States and was accustomed to making occasional visits through Connecticut, Pennsylvania and New York States.

He was 61 years old, and is survived by a widow and four children, two sons and two daughters. Mr. Harry Dolinsky, the eldest son, who has been associated with his father in the leaf tobacco business from its beginning, will continue under the firm name of H. Dolinsky & Son.

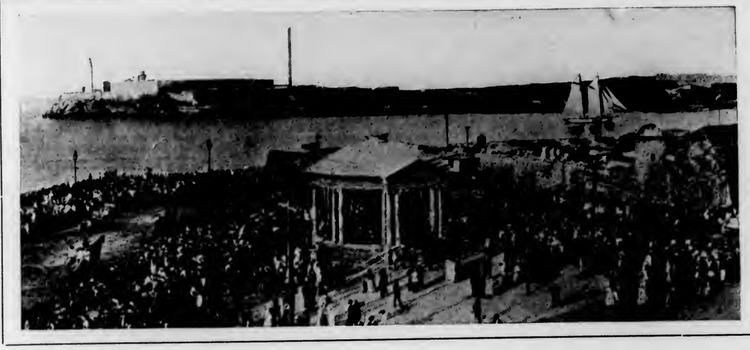
John N. Kolb, president of the Theobold & Oppenheimer Co., of this city, sailed recently on the "Kronzprinzessin Cecilie" for Amsterdam. He is expecting to make a short trip of it this year, and will remain in Amsterdam only long enough to make what purchases he desires.

M. B. Arndt, of Goldsmith & Arndt, distributors of the "El Provedo" product in this city, recently visited factory headquarters at Tampa.

The "Eden" cigar and other brands of Calixto Lopez & Co. are being featured by Mitchell, Fletcher & Co. at their 18th and Chestnut streets store.

Max Bamberger, a well-known former Philadelphia leaf tobacco dealer, is on a pleasure trip in Havana.

Henry Weiss was a recent trade visitor in this city in the interests of Salomon Bros. & Stern, of New York, makers of "The Aplomo" clear Havana cigars.



The Cuban Market

From Our
Exclusive Bureau
36 Zulueta
Havana, Cuba.

HAVANA, March 23, 1910.

WHILE the number of buyers who have come here during the past fortnight have been smaller, nevertheless the reported transactions in leaf tobacco even surpass those previously published, so business has not further declined, and, considering the season of the year, can be termed fair. Besides our visitors from the North our commission merchants are usually more or less supplied with direct orders from their customers. Light Vuelta Abajo fillers have been in great demand by our local factories, as well as by the American clear Havana cigar manufacturers, as it is feared that the supply of the coming crop of such styles may be barely sufficient to go around.

The scarcity of wrappers is already beginning to be felt by many of our local factories, principally the smaller ones, which from want of ample capital were unable to lay in a stock to last them, until the new wrappers should come to market and be fit for working. Our large independent factories do not suffer, however, on this account, and very likely they will reap the benefit of receiving increased orders before long. Fancy prices might be obtained for real choice wrappers of silky texture and uniform light colors, but one large manufacturer in showing such bales to a party, which came in quest of same, declared, that even if he were offered $1,500 per bale he would not part with them, as he needed them himself.

Partido has been in urgent demand, but as stocks are exhausted, buyers will have to wait until the new crop should be ready for them.

Remedios first and second Capaduras are held firm for prime Escojidas and some dealers sold at an advance over previous figures. The time to pick up such goods at low figures has gone by, and if the new crop should not be large, the chances are in favor of better prices being paid to the farmers.

The last agricultural reports speak of rains in most of the tobacco-growing districts, that the half-starved plants in the fields had been greatly benefited by the moisture from the skies. It remains to be seen now whether the rainy season will hold off long enough to give the farmers a chance to cut the tobacco not alone, but also to let it dry sufficiently in the barns. In that case the crop may be larger in quantity than was expected at first. As regards quality, it is too early to say anything, as it has happened in former years that a crop which appeared as heavy when cut, finally did turn out light, through a good heavy sweat in the piles, and possibly this might be the case this year. Good judges of tobacco, when green in the fields, or hanging up to dry in the barns, speak reservedly about the final outcome, although more hopefully than despondently about the Vuelta Abajo crop. The Remates and surrounding districts of Guane, Mantua, etc., are pronounced as good this year, thanks to timely rains.

Sales during the past 17 days total 6,882 bales, consisting of 5,279 Vuelta Abajo and Semi-Vuelta, 60 of Partido, and 1,543 bales of Remedios.

For the American market 3,862 bales are reported, for Europe 1,300 and for home consumption by local cigar and cigarette factories, 1,720 bales.

Exports of leaf tobacco from the Port of Havana from March 7th to March 19th were:

To all parts of the United States	9,609 bales.
To all parts of Europe	1,292 bales.
To Buenos Ayres and Montevideo	472 bales.
To North Coast of Africa	30 bales.
Total	11,403 bales.

Principal buyers who come and go:
Alexander Nistal, of Gonzalez, Fisher & Co., Tampa.
José Llovera, of José Llovera & Co., Tampa.
Facundo Argüelles,
Celestino Lopez, both of Argüelles, Lopez & Bro., Tampa.
Rafael Martinez Ybor, of Ybor City, Florida.
Ramon Rey, of Rey Straus Cigar Company, Tampa.
H. E. Skillman, of Cincinnati, O.
Luis Martinez, Luis Martinez-Havana Co., Key West.
A. Hass, M. Lopez & Co., Key West.
Max Wengler, Wengler & Mandell, Chicago, Ill.
C. B. Perkins, C. B. Perkins & Co., Boston, cigar importers.
Jos. Holland, Joseph Holland & Sons, Inc., Philadelphia.

Departures:
For New York: E. H. Smith and D. Hevia. For Milwaukee: Harry Reichert and C. Copeland. For St. Louis: H. Lowenhaupt. For Philadelphia: Joseph Holland. For Chicago: Max Wengler. For Tampa: José Llovera and Alejandro Nistal.

CIGAR MANUFACTURERS AFFECTED.

Havana cigar manufacturers have very little of good news to boast about, as the published exports for the two months of January and February, this year, show an alarming retrograde movement, as compared with 1909. It seems, however, that the brunt of the battle for existence has to be fought by the smaller factories, while the larger ones of the independents speak more encouragingly, and some even claim that business is better than it was twelve months ago with them. Business with Germany is very much curtailed, which is, however, not to be wondered at, as the effects of the tremendous raise in duties seem to be felt more at present than previously. The demand from the United States is improving, while the calls from England are also keeping up to its normal state at this period.

The following figures are taken from official custom house returns, showing the exports of cigars from Havana during January and February, 1910 and 1909:

	——Cigars——	
	1910.	1909.
From February 16th to February 28th	6,908,496	9,902,316
From January 1st to February 14th	15,136,520	19,511,526
From January 1st to February 28th	22,045,016	29,413,842
Or a decrease this year of		7,368,826

H. Upmann & Co. are working with good forces and orders are coming in from all parts of the world. They always have a satisfactory order slate to look after, so that when some are executed and shipped, new ones are taking their places.

"Sol" does not complain, as Behrens & Co. know that business cannot be rushing at present, but they are increasing their trade with the United States.

Henry Clay and Bock & Co. report good orders from everywhere. Frank Arango left for Tampa last week, but is expected back soon.

"La Diligencia" is doing a steady good trade to all parts of the United States as well as to Europe, Australia, and South America.

"Por Larrañaga" is ahead in its output as compared with last year.

"El Credito."—This factory is well pleased with the orders being received from all parts of the American Union, and especially with the Philadelphia trade. This house more and more is winning favor among all classes of smokers, and they deserve all the trade that they get, for they put up an "A-1" smoke.

Avelino Pazos & Co. sold 300 bales of choice Vueltas to customers in the North. This house still has some fine selected stock at moderate prices, which it would pay any one to inspect.

Sobrinos A. Gonzalez sold 1,780 bales of Vuelta Abajo and Remedios, besides having more or less pending orders to fulfill for their numerous clientèle in the States, as they are noted to have had the money to buy when prices did not rule quite so high, and were sagacious enough to lay in a supply of the very best Vegas.

Antonio M. Calzada & Co. sold several very good lots of Vuelta Abajo and Remedios tobacco to the Northern market, as well as to the local trade.

Other busy dealers were Bruno Diaz & Co., Puente Grande & Co., Cardenas & Co., Fernando Fernandez y Hno., Planas & Co., Perez & Obeso. Commission merchants who were active were Leslie Pantin, Charles Blasco, C. E. Beck & Co., Manuel Suarez, Mark A. Pollack and J. F. Berndes & Co.

Charles Blasco has just commenced to launch upon the market an excellent cigarette, under the registered brand "Novina," and which promises to be a success, as Florencio Suarez, better known as "Baitarin," is supervising this new enterprise. The latter was connected with "La Eminencia" cigarette factory during the day of its glory, and he knows that by employing only the finest colors of Vuelta Abajo, that the public will buy and smoke such cigarettes in preference, particularly as the pernicious coupon system has been abolished here.

From a good source it is learned that "La Intimidad" factory, of late operated by the American Tobacco Company, is liable to join the ranks of the independent factories under a new management. The heirs of Antonio Caruncho were willing to give a ten-years' lease of this factory to Rafael Gonzalez, formerly foreman of La Cabañas factory, and Fernando Foyo, ing in La Cabañas factory for many years, but demanded to who was the head buyer of the American Tobacco Company, but insisted upon Don Pepin Rodriguez to become interested, at least as a silent partner. The latter was willing to assist his old-time friend, Don Rafael Gonzales, as both had been working in La Cabañas factory for many years, but demanded to have the option of buying "La Intimidad" out and out, after the ten years should have expired. As the Trust's contract has terminated and will not be renewed, there is but little doubt that the pending negotiations will be carried to a satisfactory conclusion before long.

"Romeo and Julieta" is doing more business than last year, as its records for January and February show an increase of considerably over 10 per cent. in their exports to the United States and Great Britain.

"Redencion" has purchased some choice Vegas of Vuelta Abajo.

"Flor de P. A. Estanillo" is doing a very good business to the United States, as well as to Europe.

Rz. Bautista & Co. sold 280 bales of Vuelta and Remedios.

J. F. Rocha was a seller of 400 bales of Vuelta Abajo and some Partidos.

Gutierrez and Zabala disposed of 660 bales of Vueltas.

Rodriguez, Menendez & Co. closed out 497 bales of Vuelta Abajo.

Miguel Gutierrez sold 305 bales of Remedios.

Buyers of importance were: Alejandro Nistal, José Llovera, Matt Wengler, E. H. Smith, Harry Reichert, and C. Copeland.

Joseph Holland arrived here accompanied by his daughter on the British pleasure steamer "Avon", and did not purchase any Vegas of tobacco, as he was simply on a vacation trip.

Dionisio Hevia has become a silent partner of Manuel Abella to the extent of $40,000, so the business of the latter at Salud 25 make take on bigger proportions this year.

Perez Hnos. moved from Galiano 102 to Amisted 138.

José Menendez will remove from Monte 26 to Galiano 102.

Sobrinos de Antero Gonzales shipped 980 bales of tobacco to the Spanish Regie on the 20th of March per Spanish mail steamer "Alfonso XIII."

The biggest shippers were during the past fortnight: Sylvester & Stern, Mark Pollack, H. Upmann & Co., J. F. Pulido, Leslie Pantin, José Suarez & Co., Manuel Suarez, Michaelsen & Prasse, Charles Blasco, J. F. Berndes & Co., I. Kaffenburgh & Sons, Suarez Hnos. and Garcia & Co.

Receipts of tobacco from the country:

For Fortnight Ending March 19, 1910.		Since Jan. 1, 1910.
1758 Bales	Vuelta Abajo	15,295 bales.
9 Bales	Semi Vuelta	192 bales.
88 Bales	Partido	534 bales.
243 Bales	Remedios	2,277 bales.
174 Bales	Santiago de Cuba	789 bales.
2272 Bales	Total	19,087 bales.

ORIENTAL.

Minimum Rates for Canada.

Enlargement of Trade Probable With the Dominion.

Within the past few days W. S. Fielding, Canadian Commissioner of Finance, and G. P. Graham, Canadian Commissioner on Railways, two of the ablest men in the Canadian Cabinet, have been in Washington talking tariff to President Taft and Secretary Knox. The distinguished Canadians were entertained at the White House at dinner by the President and they were made to feel very comfortable generally. As a result of these confabs it is expected that Canada will be accorded minimum rates under the Payne tariff bill on certain Canadian imports and that certain American exports to Canada will be granted the minimum rates now enjoyed by such articles under the Canadian treaty with France.

The Temple & Shaw cigar factory at South Bend, Ind., has been sold to Albert Worch, of the Spietz & Worch Company, Detroit, Mich. It is understood that the South Bend factory will be closed and the business consolidated with the Detroit firm.

How Tobacco Exports of U. S. Have Grown.

WHILE export figures have appeared repeatedly covering these periods, the recent concentration of aggregates by the Department of Commerce and Manufactures, and the exhibit of countries into which our tobaccos have gone, supply tables of the greatest possible value.

Belgium, in a modest way, is one of our best customers, our exports there being 12,000,000 pounds in 1909, 9½ million pounds in 1907 and 9¼ million pounds in 1908. British Australia took over 12½ million pounds in 1908, British West Africa 4 million pounds, and the British West Indies nearly 13 million pounds. Canada took nearly 13 million pounds, China 5¼ million pounds, France 33½ million pounds, Germany nearly 41,000,000 pounds, Italy nearly 40 million pounds, Spain a trifle over 13 million pounds, and the United Kingdom of Great Britain 116 million pounds and upwards. These countries were our best customers, and probably are still.

Tobacco in much less quantities was sent to all parts of the world and the pounds given include leaf, stems and trimmings. Our exports to Mexico in 1908 were but 1½ million pounds, thus indicating a big acreage of tobacco grown there. Norway consumed only 1½ million pounds.

EXPORTS BY COUNTRIES FOR 1906-07-08.

Our total of exports for the three years prior to 1909 were as follows:

1906—312,227,202 pounds, worth..... $28,808,367
1907—340,742,864 pounds, worth..... 33,377,398
1908—330,812,658 pounds, worth..... 34,727,157

Reference elsewhere is made to our exports for 1909; also to those of Cuba, Cuba being second in the world and the United States first.

Tobacco exports from the United States began growing good in the late 40's. In 1851 we sent out 95,945,000 pounds of leaf, worth $9,219,251.

Let us trace for each ten years thereafter:

In 1860, when the civil war was looming up and the Virginia weed was the pride of the South, we exported 173,844,400 pounds of leaf, worth $15,906,547. For reasons not stated tobacco exports were much lower in 1860 than for four years previous. Aggregate for 1860 being over $5,000,000 less than for 1859.

CIVIL WAR EXPORTS.

Fort Sumter was fired on April, 1861. The tobacco exports for the war period were as follows:

1861.....	$13,784,710	1864.....	22,845,936
1862.....	12,325,356	1865.....	41,625,226
1863.....	$19,752,076		

THE GREAT YEAR OF 1865.

Lee surrendered in April, 1865, and exports for the year showed how quickly after the politicians quit raising hell the people went to raising tobacco. Export values that year were nearly double those of 1864. Prices, however, were ascending for, while the quantity exported gained about one-third over 1864, the pounds exported in '65 almost doubled.

The interesting fact is revived also that many million pounds of splendidly cured tobacco ripened with age in air-tight boxes were released all over the South from hiding places and brought fabulous prices.

Foreign countries were ravenous for tobacco; so were the States North and West in the United States. Thousands of war-worn planters and small merchants found themselves rich in many instances, for no price seemed too high.

Tobacco export values for 1865 were the heaviest in the history of the weed in America, and the year remains fiscally the banner one in exports.

Present Status of the Tobacco Industry.

THE United States Department of Agriculture has again placed the tobacco industry under obligations by its issuance of a thirteen-page pamphlet entitled "Present Status of the Tobacco Industry," by Whiteman W. Garner, physiologist in charge of the tobacco investigations.

While this pamphlet, of necessity, echoes certain basic facts which are familiar to the trade, they are nevertheless grouped with historic accuracy and show a comprehension of tobacco from a scientific standpoint which is highly gratifying. The different classes of tobacco are treated with brief precision and include cigar types, wrapper and binder leaf, shade tobacco industry, filler leaf, export types, dark fire-cured tobacco, Maryland and Eastern Ohio air-cured tobacco.

Under the heading of manufactured types are included Burley tobacco grown in a wide area of country in Kentucky, Ohio, Indiana and West Virginia, its highest development being in limited areas of Kentucky and Southern Ohio.

Next is the dark manufactured tobacco indigenous to Kentucky and Tennessee and a few counties of Virginia. Bright flue-cured tobacco is itemized as coming from the dark tobacco belt of Virginia, Southern and Eastern Carolina and East Southern Carolina. The finer grades are used as wrappers on manufactured plug, which brings good prices.

PERIQUE.—This renowned name applies to tobacco grown in St. James' parish of Louisiana on a small scale. The method of handling is unique. It is described as highly aromatic and is used mostly for blending with other smoking types. Each grower puts up his product in packages known as "carrottes", and the entire Perique output is marketed through one concern.

Shows Tampa's Great Prosperity.

More "Havana" Cigars Than Any Other City in the World says Boomer.

THAT J. R. Burns, of Tampa, Fla., has to say about that live town is traveling through the papers. Mr. Burns was in New York lately and a *Sun* man got hold of him, with good publicity results for Tampa.

Mr. Burns talked square out from his mouth and said that Tampa was making more clear Havana cigars than any other city in the world. Twenty-five to twenty-eight years ago Tampa was a little fishing village. Now it has 50,000 inhabitants and has doubled within ten years. Mr. Burns had a kindly word for Key West, however, and asserts that when Flagler gets through with his ocean railroad, Key West will be heard from.

Many Key West firms have moved to Tampa, where there are about sixty factories turning out from 18,000,000 to 20,000,000 cigars a year.

Mr. Burns says there is a constant demand for light cigars, and that competition is keener between Tampa and Key West factories than between importers. Manufacturers give the public what it asks for and not what they think best.

Of the South generally, Mr. Burns says that it is calling for millions of clear Havanas for local smoking, due to the great wave of prosperity incident to the high price of cotton.

The mild and healthful climate of Tampa enables the people to work the year round with open windows.

H. J. Waltzer has bought the interest of H. B. Grossbeck in the wholesale and retail cigar business at Mount Clemens, Mich. D. H. Wallace enters the firm, which will be known in future as Wallace & Waltzer. Mr. Waltzer has been twelve years cashier of a local gas company.

TAMPA, March 28.

REGENSBURG & SONS began work in their new factory in this city to-day. All last week they have been gradually moving into the big building, Mortimer and Jerome Regensburg, personally superintending the moving operations.

The Regensburg factory is the latest completed addition to Greater Tampa's many fine factory buildings. In point of finish and thoroughly modern and practical equipment, it has no superior in the world. Ventilation, an electric elevator, zinc-lined cigar vaults, a storage room with a capacity of 2,000 bales of tobacco, etc., are special features. The vaults in the blending rooms have a capacity of two weeks' supply of blended tobacco, for each blend. The factory is 258 feet long, three stories, of red brick, and a basement; the whole is surmounted by a fine clock tower, which contains the water tanks supplying water for sanitary purposes and fire protection.

Thinking that he was barred from selling coffee to the factory employees during work hours by the new foreman, Tuolou, Rafael Gordila, a coffee shop man, whose place of business is near the factory of Celestino Vega & Co., attempted the life of the foreman, firing on him with a revolver. The man was subsequently arrested and has been bound over for trial. Mr. Vega declares that his foreman was in no way responsible for the orders anent stopping the sale of coffee in the factory during working hours.

The outlook for the summer is a very bright one. Manufacturers who discussed the matter during the past week all took an optimistic view of the situation. One of them declared that their orders showed quite an improvement over the first two weeks in March of last year, and this statement could probably be shared by every one of the large factories in this city. In keeping with this optimistic tone are the government figures available to-day. The customs collections for the week ending to-day, totalling $51,171.62, these figures breaking the record for weekly collections in the Tampa customs office. The gain over the same week last year is $21,111.87. Tobacco receipts from Cuba since the middle of the month total 2,616 bales, making a total of 5,186 bales received since March 1.

A. Nistal, vice consul of Spain and general manager of Fisher, Gonzales & Co., is back from Cuba, where he has been buying tobacco for his firm. He found the leaf market ruling strong on bad crop reports, and found wrappers quite scarce.

If any one doubts the general business which grows up about a cigar factory, he would have these doubts dispelled if he could visit the section of this city where the Regensburg factory has just been completed, and where the Sanchez & Haya factory is nearing completion. Some sixty new buildings are going up around these factories, stores, cafes, restaurants and homes for the employees.

P. C. Schurler, one of Cuesta, Rey & Company's genial representatives, left for his territory in the Middle States during the week.

Celestino Lopez, of Arguelles, Lopez & Brother, has gone to New York. Mr. Lopez left about the middle of the week, and is well pleased with the magnificent business his firm did the past winter, and is quite optimistic over the outlook.

L. Windmuller, of Chicago, who has been a guest of his son Jerome, of Salvador, Sanchez & Co., has returned to his home in the Windy City.

Simon Gonzales, of the firm of Sanchez & Haya, will return from Cuba on the P. & O. steamer to-morrow.

Pancho Arango, general manager of the American Tobacco Company, is in Cuba on a business trip, leaving here during the week.

April 5 is the date of the first white municipal primary for the election of a Mayor, members of the City Council, members of the Board of Public Works, and other officers. The primary eliminates the negro vote completely, and the campaign is at present being conducted in an interesting manner, with D. B. McKay, editor of the Tampa *Times;* Chief of Sanitation J. N. Holmes and ex-Mayor W. H. Frecker in the race for the mayoralty. Mr. McKay, who has established his friendship for the cigar manufacturers and industry in many ways—one at the risk of his life—is the leading candidate, and his friends believe that his election is practically assured. Because of his work for the industry in years past, Mr. McKay has the strong support of practically every cigar manufacturer in the city, if not all of them.

United Cigar Stores Invite Test.

It is said that the United Cigar Stores Company has invited a test of the law of New Hampshire which relates to trading stamps and designed originally to protect regular business men and their customers from the old trading stamp scheme. The United Cigar Stores Company contends that their gifts to customers have no smack of gambling about them and that they only mean to give their patrons such benefits that may be due them for the amount of their patronage. This they term "profit-sharing," and the custom of provision dealers in giving boarding house keepers and other large buyers some benefits in the way of rates between the strictly wholesale rates and prices which small retail dealers pay, is cited.

Trade Items.

Now comes Arkansas to the front and says that she is one of the fore sections of the United States adapted to growing broad leaf white Burley, considered an admirable crop for plug fillers.

The Gunnoude & Zurmuehen Company, of 321 S. 14th street, Omaha, Neb., will build a cigar factory in that city to employ 100 men.

The Guarantee Cigar Company has incorporated at Webb City, Mo., with a capital of $10,000. W. O. and C. E. Miles and S. A. Kenyer are mentioned as the incorporators.

The Salvo cigar factory at Natchez, Miss., located in South Commerce street, is an important little industry. The plant has been enlarged and improved and skilled workmen employed. The chief output is "Lady Violet," a clear Havana cigar, which sells for a nickel.

The growth of the American Tobacco Company's cigar factory at Wilmington, Del., affords employment for a large number of people. Just now the company is calling for one thousand young women, and it is said that any self-respecting young girl will find work at the tobacco factory pleasant, cleanly and not difficult to master. Favorable comment is heard on the standard of accommodations which the American Tobacco Company has adopted for the comfort of their employees.

The Vaughan-Ware Tobacco Company has incorporated at Richmond, Va., to sell, manufacture and deal in tobacco; also to do a warehouse business. The officers are I. N. Vaughan, of Richmond, president; F. D. Ware, of Norfolk, vice-president; John H. Reed, of Richmond, secretary and treasurer.

Late Happenings in Milwaukee.

Death of Frank V. Egloff — New Stores Opened —Trade Report.

MILWAUKEE, Wis., March 24.

FRANK V. EGLOFF, president of the F. V. Egloff Tobacco Company, 122 West Water street, died at his home, 1306 Wells street, March 18th. He was a thirty-second degree Mason, a Shriner and a member of the Ivanhoe Commandery. The funeral took place March 21st under the auspices of the Masons. He was 51 years of age, and is survived by two sons, Frank and Leo, and a brother, W. Egloff.

Nick Koch, of Port Washington, has purchased the Mac Fayden cigar store in the Norman Block. All leading brands are being carried.

The manufacturing firm of Arocena King Company has been changed to the Mi Flora Cigar Company, Juan Arocena retiring from the business.

The Milwaukee Drug Company expects to move into a new home April 1st. This company now enjoy a very good cigar business, which is under the personal supervision of Mr. Strong.

Drexler & Jenniches have opened their store at 187 Third street. The "El Rubini" and "Fuerst Bismarck" of the Havana Importing Company are their leaders. This firm have dropped the name of the Milwaukee Cigar Company, which they intended to adopt. A few days ago they took out a factory permit and will engage in the manufacture of the "patent cigar," for their present show window has been turned over for factory purposes and the cigar is being made where the public can see how it is done.

Alfred Reinfield has joined the staff at the Wells Building store of Fay Lewis & Bro. Co. This store is now featuring the Valle Rico of the Cayey-Caguas Company. The Pabst Building store of this firm are displaying the Glendora.

The Abraham stores are featuring pipes, the Charter Cigar of E. M. Schwarz Company and the Nestor cigarettes. Business at the five local stores of this company is quite good. Joseph Brenk, formerly with the Fay Lewis & Bro. Company, has accepted a position at the Third street and Grand avenue store of this firm. Mr. Lee Abraham has departed for a four weeks' stay at Hot Springs.

Allanson is featuring smoking tobacco, put up under the name of Allanson Mixture. The Savarons and La Preferencia are also attractively displayed.

The Wright Drug Company are displaying the Judge Taft cigar and report business good.

A few days ago, thieves attempted to rob the cigar store of Arthur Pfeifer, 283 Third street. Unable to force the latch of a rear window, they shattered the glass; meerschaum pipes valued at $25 were stolen.

H. Koelmer, traveling representative for Edward Kalman Cigar Company, and Mrs. Francis Hoover, of Manitowoc, were married last Wednesday in the Kaiserhoff Hotel, Chicago.

C. M. Hintze, of Madison, has finished shipping fourteen carloads of "1909" leaf to Schuster Bros. & Company.

Isidore Lederer looked in on trade in the interest of the Rio Vista and Mr. Daily, of the Merchants' Tobacco Company, was a caller looking after sales on the Pure Gold Tobacco.

At Madison, Wis., Moritz & Weise, cigarmakers, have purchased the factory business of Loeser Bros., 313 State street, and will incorporate the output with their regular business at 105 Kind street. Loeser Bros. will devote their attention in the future to the leaf product.

At Eau Claire, Wis., the N. E. Murphy Company was incorporated to deal in cigars, tobacco, etc.; capital, $12,500.

W. Schimmel and his son Clarence will open a cigar factory about April 15th at Watertown. They will also carry a line of cigars, tobacco, pipes and other smokers' articles.

William Liston has purchased the manufacturing business of Campbell & Peterson, at Orfordville.

Visitors in the leaf market were Samuel Katz, of York, Pa.; P. L. Henry, of New York, with the American Tobacco Company; L. Weil and son Richard, of New York, and M. R. Hoffman, Jr., of Marietta, Pa.

Tobacco receipts are increasing daily. Roads are improving and a few Janesville dealers have already begun work, among whom are N. B. Carle and Sanford Severhill. S. B. Heddles has also put a force at work. T. E. Welch has his full force going steadily; others expect to start within a short time.

New Tax Will Not Affect Goods on Hand July 1.

WASHINGTON, March 30.—For the information of manufacturers and dealers in tobacco, cigars, snuff and cigarettes, Commissioner of Internal Revenue Royal E. Cabell has issued a statement giving a summary of the sections of the new tariff act which will become effective on July 1 next. The commissioner serves notice also that on and after this date the caution notice and factory brand must be "affixed to, imprinted upon, or indented into" each stamped statutory package of cigars and cigarettes.

To comply with these new provisions the commissioner has modified the regulations of his bureau so as to permit the caution-notice label to be imprinted directly on the wood, metal, paper or other materials used for packing cigars and cigarettes. All the other requirements of the regulations under the head of "caution-notice label" as to legibility, distinctness and dimensions of the caution notice, and its being disconnected entirely from any other label, trade-mark or brand, or advertising matter, are left intact.

Briefly summarized, the provisions of the new law effective July 1 require that in lieu of the packages now authorized, manufactured tobacco and snuff shall be put up in packages of the following sizes: One-half, three-fourths, one, one and one-quarter, one and one-half, one and three-quarters, two, two and one-quarter, two and one-half, two and three-fourths, three, three and one-quarter, three and one-half, three and three-fourths, four, six, seven, eight, ten, twelve, fourteen and sixteen ounces each. Snuff also may be packed in bladders and jars containing not more than 20 pounds, and cavendish, plug and twist tobacco in wooden packages of not more than 200 pounds net weight.

The tax on manufactured tobacco and snuff is increased from six to eight cents a pound.

Cigars weighing more than three pounds per thousand shall be put up in packages containing 5, 10, 12, 13, 25, 50, 100, 200, 250 and 500 cigars, and the tax on this assortment is $3 per thousand. On cigars weighing not more than three pounds per thousand, and in packages containing 5, 8, 10, 15, 20, 50 and 100 little cigars, the tax is increased from 54 to 75 cents per thousand.

Cigarettes weighing not more than three pounds per thousand in packages containing 5, 8, 10, 15, 20, 50 and 100 little cigarettes, are assessed an increased tax from 54 cents and $1.08 to one rate of $1.25 per thousand. On cigarettes weighing more than three pounds per thousand, and in packages of the same denominations, the tax is increased from $3 to $3.60 per thousand.

According to the new law, these changes in the rate of tax apply to packages removed from the bonded premises of factories or custom houses after midnight of June 30 next, but not to tobacco, snuff, cigars and cigarettes in the hands of jobbers and dealers, which were removed from factories prior to the first moment of July 1.

The printing of the caution notice and brand on cartons in lieu of the stamped packages contained therein, will not be allowed after July 1 next.

Business Stimulated in Chicago.

Warm Weather Brings Improved Sales —What the Leading Distributors are Doing.

CHICAGO, March 28.

THE question which has kept all Chicago guessing for the past few weeks has been settled, and Chicago will not vote on the "Wet" or "Dry" question on April 5th.

The board of election commissioners have held the local option petition invalid after a week's investigation—basing their decision on the fact that 26,128 of the 74,026 names on the petition are of unregistered persons,—consequently illegal voters. The petition requires 63,511 names of duly registered voters in order to give the election board authority to print the "Wet" or "Dry" question on the ballot at the coming election.

Cigar stores in the Loop as well as in the outlying districts report sales a bit slow during Lent, but all have confidence in a very busy Spring. The unusually warm weather Chicago has been enjoying has stimulated business in all lines.

R. C. Koritzer, of Jacob Stahl, Jr., & Co., spent a few days popularizing the "Brunswick" and "Nat Goodwin" cigars in Chicago last week. He reports business good in the Far West, and is very much pleased with a new attractive connection he has made in St. Paul.

Mellachrino's representative, Munson, reports the Mellachrino factory busy with orders. The Mellachrino "C" size is making big advances in the clubs. It is a large cigarette, but mild and very fragrant.

Gilbert Smith, of Y. Pendas & Alvarez, has just returned from his trip to the Coast, and in his quiet manner is making things hum.

Alexander Herbert, vice president of Phillip Morris & Co., spent a few days in Chicago last week, shaking hands with his numerous friends. He left for the Coast via Omaha, Denver, Salt Lake City and Seattle.

Welch and Lawler are doing an ever-increasing business on the corner of Madison and Clark streets. Mr. Lawler is a broad-minded buyer as well as a good business man.

Edward Wodiska brought his partner, Celestino Corral, up from Tampa last week. Mr. Corral expressed himself as being very enthusiastic over Chicago's prospects. He has great faith in Chicago, and stated that in 1925 it would be the largest city of America.

George Becker, representative of the Havana factory, Calixto, Lopez & Co., and Tampa factory, Lopez, Hermanos & Co., is doing a nice business on his factory brand, "Los Reyes de Espana." He is represented in Chicago by C. Jevne & Co., and makes a private brand for Grommes & Ulrich.

Best & Russell have already outgrown their new quarters on Wabash avenue, although they have been there only a year, which speaks well for the energy displayed by William Best, Jr.

O. B. Eisendrath is working the Chicago trade, and is making many fine new connections for the Congress Cigar Company.

D. W. Hill, president of Butler-Butler & Co., is here for a few days.

C. J. Duddleston has severed his connections with Antonio Roig & Langsdorf, of Philadelphia, to accept a position with E. A. Kline & Co., of Cleveland, Ohio.

Manuel Alvarez, of Manuel Alvarez & Co., sailed for Porto Rico on March 26th. During his absence his trade is being taken care of by Messrs. Greenhall Bros. About April 15th, the offices of Manuel Alvarez & Co. will be removed to 178½ Water street, as will also those of Greenhall Bros. Mr. Alvarez expects to be away for about four weeks.

The Ainslee Cigar Company, of Seattle, has been incorporated with a capital of $1,500; R., J. G. and E. Ainslie, proprietors.

Martinez-Havana Company's New Factory.

THE management of the Martinez-Havana Co. at Key West, Fla., are watching with the keenest interest the rapid completion of their new factory building, which is promised to be in readiness by the first of May. The new building will be 140 feet long by 50 feet in width, of concrete construction, ornamental in its character and will have a seating capacity for 800 cigarmakers. The building is to be constructed in an L shape with splendid office quarters and thoroughly modern accommodations in every respect. The general offices will be located in the L part, and the ceilings are high, thus giving perfect ventilation.

View of the Old Factory Destroyed by Hurricane

A novel idea in construction is that the side walls will be carried up straight, probably six feet above the point where the arched roof joins the wall, and thus affording unlimited protection against any such a hurricane as visited Key West last October and which very nearly blew the city off the map.

We reproduce here with an interesting little photograph of the ruins of the Martinez-Havana factory as it appeared in Key West on the day after the hurricane, October 11, 1909, which was given to THE WORLD by Mr. José Pumar, manager of the factory at Key West.

Preparing the New Manila Stamps.

WASHINGTON, March 30.—Pursuant to the directions of General Clarence R. Edwards, chief of the Bureau of Insular Affairs of the War Department, modifying the "Quality Stamp" on exports of Philippine cigars, as announced recently in THE TOBACCO WORLD, the authorities of the Philippine government at Manila are preparing to have printed a new issue embodying the changes in the stamps as authorized by General Edwards.

Just when the new stamp will be ready for distribution cannot be predicted by the officials of the bureau at this time, but it is expected that the presses in Manila soon will be turning out the new issue.

It is hoped that by the elimination of the clause certifying the American Government's approval of the quality of the goods, the objections of the Cigar Manufacturers' Association and independent manufacturers will be met, and that the abuses alleged to have resulted from the apparent guarantee by the United States Government of the quality of the goods exported from the islands, will cease.

Suit Over Cigarette Labels.

Suit has been brought against the People's Tobacco Company, of New Orleans, for refusal to pay for five million Kotton cigarette labels. The contract was made December 10, 1908, and the makers say they delivered the labels on time. The amount claimed is $990.

Secretary Henry Abrahams, of the Boston Cigarmakers' Union, addressed a body of Methodist preachers there the other day and demonstrated how his union had helped the poor. He made good points and was applauded because the objects of the union seem to be on rational lines, and did not endorse the use of dynamite and stones and fist fights as a means to accomplish an end.

Boston Suffers Effects of Price War.

Dealers Complaining About Business — New Cigar Factory to Be Opened.

BOSTON, March 27, 1910.

RETAIL trade for the past two weeks has been fair, and wholesalers are complaining. The real cause of depression is laid to the recent slaughtering in prices by large cut-price druggists, and although the price-cutting has ceased in a measure, many are feeling the after effects. The American Tobacco Company has ceased putting in its cartons the red and green certificate, and instead is giving gratis "Fez" and "Turkey Red" cigarettes to make up the former value of the certificates. Green certificates are abundant here, and, like elsewhere, are only good in connection with the red ones. These green certificates are being bought in by speculating parties at prices ranging from 35 cents to 40 cents per hundred, who are in hopes that the American Tobacco Company may decide to redeem same individually, and in such case the profit would be a good one on the investment.

H. Bornstein, a prominent cigar retailer on Water street, has made an assignment for the benefit of his creditors.

Dave Bendheim, representing the pipe department of the Metropolitan Tobacco Company, New York, and J. Kroog, representing William Demuth & Co., were at the American House this week.

The New England Cigar Box Company reports an increasing business for March.

W. Rosenfield has just connected himself with his old concern, Flatauer & Oppenhiemer, and will use "Union League" once more as his leader.

Miss O. C. Moore, representing the cigar house of S. A. Cooke & Co., of Medina, N. Y., was a recent caller on our retail trade, offering a line of premiums to every purchaser of cigars. Miss Moore made her headquarters at the American House, and being a young, attractive brunette with a persuasive talk, she closed some very gratifying deals.

Jack Warsowe, of the Philip Morris Company, called on the trade in Providence. It is needless to state that Jack got his share of business, and also brought back with him a brand new line of jokes, which he will spring on his friends for the next week or two.

"Old Colony," a one-and-twothirds-ounce package of crushed plug retailing at 10 cents a can, is the latest brand from the Bagley & Co. Detroit factory. Frank Roseboom, who is the Massachusetts representative, has his crew of salesmen out sampling and taking orders for same. "Buckingham", their 5-cent package of cut plug, is duplicating very nicely in this vicinity.

J. B. Landy has sold his cigar and tobacco business on Massachusetts avenue to S. Minsky, who formerly conducted a cigar stand in the old Telephone Building.

R. D. Carnes, representing the Allen Tobacco Company, of New York, is doing some hard plugging on "Cobs", their 9-for-15-cents package.

Arthur L. Myers, district sales manager for the Melachrino cigarettes, is keeping his window trimmers busy putting in displays in all the best locations about town.

Irvin Studwell, representing the cigar department of Surbrug & Co., New York, spent several days recently taking orders for their extensive line of imported Manila cigars, which range in price from $21 upward.

Rosenthal Bros., the Hanover street jobbing house, which recently took on the clear Havana brand, "Aplomo", manufactured by Solomon Bros. & Stern, New York, are placing same with their trade with much success.

The United Cigar Stores Company, which recently secured a lease of the store on the southeast corner of State and Washington streets, formerly occupied by the Codman Cigar Company, will open within a few weeks for business. This store is in one of the best locations here, and within a stone's throw of the cigar stores of Estabrook & Eaton, Daniel Frank & Co., and Edw. L. Cauley.

Fred. S. Schrecker, representing the Globe Tobacco Company, of Detroit, Mich., was here calling on the trade. This was his initial trip for the house.

Pillsbury & Co., the Boyleston street cigarists, are using as leaders in the high grade cigarette line the well-known "Condax" brand, which has become a great favorite in that locality. Arthur Hitchings, who represents this brand in Boston, feels gratified at the progress made the past year in this market with his line.

Baker Bros., the wholesale distributing house of 220 Hanover street, Boston, who have for two years past handled the Deisel-Wemmer Company's "San Felice" goods in this territory, express themselves as much gratified in recently obtaining the "El Verso" 10-cent brand of the same firm. Baker Bros. report a fair line of business on all their grades, including their "Invincibles".

The Makaroff Company are running their plant on Bowker street full tilt, and say that their business is showing the most sustained increase of any period in their six years' history. Live folk are handling the Makaroff line and good goods capably advertised are bringing the results.

BEN ALI.

Smoked Until the Last, What?

Two centenarians, both of them inveterate smokers, have died recently. Michael Leavitt, of Amherst, N. H., was 115 years old when he died and was described as "an inveterate smoker". Thomas Sheridan, who died in his 104th year in Chicago, smoked inveterately for more than 90 years. These two old gentlemen went smiling along through life and had a time of it, undoubtedly. We sincerely trust that they are not smoking now.

New Factory for "Old Coon" Cigars.

PROVIDENCE has always been proud of its production of a high-class five-cent cigar, in the "Old Coon" brand, and the business on these goods has grown to such proportions that the Huntoon & Gorham Company, proprietors of the factory, are now erecting a big addition to their factory, which, when completed, as hoped, by next September, will give them just double their present capacity.

The new addition is three stories high, of slow-burning brick construction, 100 feet long by 40 feet in width, and when it is finished, the Huntoon & Gorham Company can take care of 300 hands, as against their present force of 150.

The "Old Coon" factory was established in 1845 and has been one of the commercial landmarks of Providence for nearly three-quarters of a century. Their plant is to-day located at 362 Carpenter street.

To Make Manila Cigars Here.

An experiment of manufacturing cigars in this country from Manila leaf tobacco is to be started by some manufacturers on the Pacific Coast. The first consignment of wrappers and fillers from the Philippines has reached Kohlberg & Co., San Francisco importers, who state that it is their intention to blend the Manila tobacco with domestic, and by so doing they believe that they can turn out a very fine cigar. Manufacturers are dubious whether Manila cigars can be made in this country to compete against the cheap labor of the Far East.

"During the past two weeks seventy-five Kentuckians, who are heads of families, have arrived here to engage in tobacco growing. A colony of 200 or more is coming to grow the weed."

KEY WEST, Fla., March 24.

THE most important event of the cigar business for the last two weeks was the letting of the contract for the new Ruy Lopez factory. A description of the building appeared in the last issue of this paper. Work has already commenced, and it is expected that the factory will be ready for occupancy by September 1.

The starting of actual work on this factory means much to Key West, as it removes beyond a shadow of doubt any possibility of this important institution leaving here. Ever since the hurricane overtures have been made to President Wardlow from other cities with a view of having him locate there. He has received some very flattering offers, but he realizes the many advantages this city has for the manufacture of cigars and will remain here.

The work on the new Martinez-Havana factory is rapidly nearing completion and this firm expects to be in its new quarters by the middle of May. The present building is entirely inadequate, and when they get into the new building they will be better able to attend to the numerous orders which they are receiving daily.

Mr. R. Fernandez, who is now on the Pacific Coast, is sending in a number of orders. This factory is one of the busiest in the city and they are adding to the force of cigarmakers every week.

The Ferdinand Hirsh Company are doing their usual good business. Manager Arnold is one of the oldest manufacturers in Key West. He conducts a model factory, which is noted throughout the trade for its cleanliness and system. President J. M. Batterton, of the Ferdinand Hirsch Company, is expected to arrive here in a short time on an official visit.

At the Gato factory business keeps increasing every day. They are working more men at this time of the year than ever before. They are increasing daily.

The Cortez Cigar Company reports plenty of orders and the shipping department is required to work late at night in order to get the shipments out.

At S. Wolf's Sons the usual force maintained at this time of the year is at work and they expect to increase in the very near future. This firm is making a specialty of their Lukos smoker, which they are pushing and with good results.

The visitors of the last two weeks were Percy Myers, of the Savannah office of the Cortez Cigar Company, Eladio Martinez, of the Martinez-Havana Company, and John H. Gregory, of New Orleans. Mr. Gregory was one of the pioneer cigar manufacturers of Key West.

IMPORTS.

	Bales.
Ruy Lopez	146
Ferdinand Hirsch	106
Arturo Cobo	12
Cortez Cigar Company	42
E. H. Gato & Co.	33
Martinez-Havana Company	141
Murias Campana Ca.	9
Alonso Rejas Ca.	13
Total	502

N. B. RHOADS.

The 7-20-4 Factory at Manchester.

AS you leave the railroad station at Manchester, N. H., almost the first thing likely to attract attention is the handsome six-story factory of R. G. Sullivan, whose 7-20-4 cigars are among the best known and best selling goods not only of New England, but of many other sections of the United States.

It was in December, 1874, that Roger Sullivan, who has lived in Manchester since childhood, started making cigars there in a modest way. He only made 50,000 cigars during his first year at the business, but he made good cigars—honest cigars, full value for the price, and the consumers learned this fact quickly. The second year saw an increased output, and every year since the figures have been growing.

Noting the changing taste in cigars, in 1883, Mr. Sullivan adopted the 7-20-4 brand for 10-cent cigars and substituted Sumatra wrappers for the previously used Connecticut broad leaf. Last year his factory turned out 20,000,000 cigars.

The plant as it is to-day was only built a short time since. It stands at the corner of West Central and Canal streets, is six stories high, 100 by 90 feet, of brick with stone trimmings, and shelters about 500 hands, making it one of the largest 10-cent union cigar factories in the country.

Some idea of the value of this industry to Manchester is obtained when it is considered that the Sullivan factory paid out over $350,000 in wages last year.

Roger G. Sullivan, the sole owner of the business, is a fine example of the New England manufacturer. Tall, straight-limbed, his hair just touched with gray, he knows his business, believes in his cigars and his efforts have been successful.

To Boom Danville Tobacco.

A "SMOKER," comprising three hundred brainy business men of Danville, Va., met in the Commercial Association rooms March 15th to discuss the future growth of Danville's loose leaf tobacco market. A publicity commission, seven in number, was appointed to blow the Danville bugle and some cheery speeches were made. The Commercial Association's slogan for 1910 is "Fifty million pounds of loose leaf tobacco for 1910."

Many Cigarmakers are Still Idle.

Dallastown Affected by Trade Slump—Doings in York Factories.

YORK, Pa., March 30.

THE slump in the cigar trade this Spring has affected several hundred cigarmakers who are still out of employment at Dallastown. This town is one of the most active cigar manufacturing centers in York County, and the cigar industry forms the major portion of local business, consequently when the cigar trade is dull business practically is at a standstill.

The branch factory of the New York Cigar Company has been closed down for some days, but it is stated that operations will be resumed on the first of the month. The factories of J. W. Minnich & Son and W. H. Raab & Sons have also been closed for the past week. The other extreme is shown in the instance of E. S. Sechrist, who, it is reported, has a large number of orders on hand and that he can scarcely get goods made up rapidly enough to satisfy his customers.

Business seems to be from fair to middling with York factories. Several removals for April 1st have been scheduled, and among these are W. H. Falkner & Sons and the H. F. Martin Cigar Company.

The cigar factory of J. C. Heckert & Company, which is also one of the largest in Dallastown, was closed last week for an indefinite period.

The Merchants' cigar box factory at Dallastown, which has completed an addition to the already large plant, closed down operations for several days in order that the new machinery might be properly placed in the building.

C. S. Snyder, of the Kohler-Snyder Company, at Yoe, had been on the sick list lately, but is now much improved.

Isaac Kohler, another Yoe cigar manufacturer, has been quite seriously ill, suffering from a severe attach of rheumatism; in fact, his condition was regarded as somewhat critical.

During a fire which occurred on Monday in a bakery at Red Lion, the cigar factory of Martin Neff, which adjoins the bakery, was saved from destruction by heroic efforts of the local fire company. Mr. Neff would not estimate the loss he may sustain.

George W. McGuigan & Son last week received and shipped several carloads of new tobacco, aggregating about 90,000 pounds.

The Red Lion Cigar Company, a branch of the New York Cigar Company at York, resumed operations yesterday after a short suspension.

The cigar industry at Craleyville, this county, seems to be at a standstill at the present time.

A large tobacco warehouse of George Hahnemann, a cigar manufacturer of Newberrytown, was destroyed by fire on the 18th inst. Mr. Hahneman was partially covered in this loss by insurance, and no great amount of tobacco was in the warehouse at the time of the fire.

R. D. Zech, a tobacco man of York, recently rented the warehouse at 145 West Mason avenue, which was formerly occupied by W. B. Hostetter & Company. Mr. Zech proposes to use the building for stripping tobacco for the account of Noah Gladfelder, of Seven Valley. There are now forty girls and boys employed in stripping out Wisconsin and Connecticut sprigs. Mr. Zech states that he will shortly go on the road to buy up 1909 crops, and will pack them.

There is indication of much competition for local cigar trade, and local daily papers are carrying a half dozen or more cigar advertisements of as many different brands. Young & Busser are advertising their "Center Square" cigar; the El Mundo Cigar Company are exploiting the "Cingaro" brand; O. A. Hankey is also specializing the "Ralph Lee" as a five-cent leader; Charles H. Seiker is featuring "The Gem", a five-cent production, and John Fiske, a ten-cent cigar; while H. F. Kohler, of Nashville, is emphasizing his "144" brand, using the distributing house of Young & Busser.

San Telmo's Plans for New Factory.

Big Factory Will be Erected at Detroit to Meet Increased Demand —Michigan Trade Report.

DETROIT, March 28th, 1910

THE demand for cigars and tobacco has shown no change during the month, manufacturers, wholesalers and retailers continuing to report a good trade with local stores and anticipating a good trade during the ensuing Spring and Summer months.

In the State, manufacturers and wholesalers expect a diminished trade following the Spring elections, the belief being that Prohibitionists will carry many of the disputed counties, thus closing hundreds of saloons. The trade, in a way, will revert to legitimate dealers, but there will still be some lost when the reckoning comes.

Different Detroit cigar manufacturers report overtime in their factories. The wholesalers are working with full forces. Different down-town stores are decorated in observance of the Easter season, and a good trade in special makes is reported. There is no trouble over collections, money being plentiful.

The San Telmo Company, now 13 years old, has completed plans for the erection of a plant at Michigan avenue and 35th street, which will employ, when running full, about 1,000 cigarmakers. The company's main factory is at 540-550 Forest avenue, and 1,500 girls and men are employed there. In addition to this the company maintains a school for cigarmakers at 1527-1529 Michigan avenue. This school aims to build up a force of workmen for the new plant, so that its operation will not be retarded through lack of cigarmakers. The new building will be 100 by 100 feet, four stories high, and basement, mill construction, with brick walls and a complete sprinkler system. The officers are: President and general manager, Oscar Rosenberger; vice-president and superintendent, Richard Helms; secretary, E. J. Newell; treasurer, Herbert Weil. The new building will be completed about June 1.

The John J. Bagley & Co. let a contract for the erection of one of the finest tobacco manufacturing plants in the country at an outlay of not less than $150,000. The main plant will be a building six stories high, of steel and re-enforced concrete, at Warren avenue and Dequindre street.

Although one of the youngest concerns of its kind in the Northern part of the State, the Escanaba Cigar Company has already taken a place in the front ranks of the cigar industry in the district. Herman Desilets is manager of the company.

John Kahlow operates one of the finest appointed cigar factories in the Northern Peninsula and his brands of cigars are considerably advertised in the district. He has been in the business several years and his plant at Escanaba has been kept busy through the Winter and Spring months.

Thomas B. Mellon, for 20 years employed in the offices of the Daniel Scotten Tobacco Company, and later secretary of the Banner Cigar Company, Detroit, and still later secretary and manager of the Independent Cigar Company, and after that in the cigar business for himself, is dead.

James B. Van Vechten, transportation manager for the Board of Commerce, appeared before the Central Freight Classification Committee, in Chicago, recently, in the interests of Detroit cigar manufacturers. The committee is making a preliminary hearing before reporting to the general classification meeting, to be held in New York.

O. A. Gibbs, for a number of years employed at various Detroit tobacco houses, has resigned his position to write insurance. Mr. Gibbs' health has been failing for some time.

John E. Turner has resigned as secretary and general manager of the Scotten Tobacco Company, Detroit, Mich., to take effect April 1st. It is learned that Mr. Turner will continue in the tobacco business, but his plans are not yet consummated.

Live Topics From Lancaster District.

Trade Lacks the Vim that Was Expected—Reports from Factories

LANCASTER, Pa., March 30.

REPORTS from various sections of this county indicate that while the cigar business is moving along nicely there is lacking the vim which it should show at this time of the year, and this fact will be demonstrated when the returns of the sale of cigar stamps for the month are made, within the next few days. A majority of the factories are in operation, but some of them are running with reduced forces. Only a few of the very large establishments are advertising for additional help.

An interesting meeting of the Lancaster County Tobacco Growers' Association was held on Monday a week last at the Stevens House, and it was well attended. As has been the recent custom at these meetings some edifying papers were read. John F. Weaver, of West Hempfield, treated the subject of "What Would be the Best Method to Follow to Sell Your Tobacco When Buyers Fail to Come Around." J. Aldus Herr, the president of the association, read a paper on "What Kind of Fertilizer is Best Adapted to Tobacco".

It was decided to hold meetings in various places in the county and that the membership might be increased.

A letter from Prof. Frear, of the State College, was read, and announced that two Federal State experimental tracts would be operated this year—one on the farm of John Kendig, at Willow street, and the other on a farm of Samuel Mumma, tobacco grower and packer, at Landisville.

John S. Weaver, of the Glen Mawr seed farms, Kinzer's, has received a letter from a large university in England relative to experimental tobacco work in India. Such work is to be begun and this college has charge of it. Mr. Weaver was recommended by the United States Department of Agriculture as an expert along these lines and is forwarding a number of different varieties of seed with instructions for growing and curing.

Later Mr. Weaver will make a trip to Virginia and North Carolina to make investigations and observations on cigarette and smoking tobaccos. Two years ago Mr. Weaver sent cigarette, smoking and cigar leaf seed to India and the experiments have been running for two years at Baroda, India.

Walter S. Bare, cigar manufacturer at Lititz, underwent an operation at the St. Joseph Hospital some days ago and is now recovering. This is the second time that Mr. Bare has been under the knife within a short time, and his many friends hope that this may bring him permanent relief.

M. Isaacs, leaf dealer of this city, and who was formerly a member of the firm of Ziegler Bros., of London, England, recently returned from a business trip to his home city, and it is stated he made sales of a considerable quantity of goods on the other side of the big pond.

Mark Levine, representing the Sumatra importing house of H. Duys & Co., of New York, was a recent visitor in this city.

The litigation between Charles W. Bittner, leaf packer of this city, who brought suit against twenty-six insurance companies to recover on policies held by him on tobaccos destroyed by fire about a year ago, has been successfully concluded, and Mr. Bittner has fully recovered on his loss.

A. B. Hess, a prominent local leaf tobacco packer and cigar manufacturer, has become identified with a new industry in this city. He has been elected president of the Lancaster Foundry Company, which is erecting a large plant on the outskirts of the city.

Mitchell & Ottinger, handlers of Florida tobacco, are constantly extending their field of operations, and recently Mr. Ottinger, of the firm, made a trip to Boston, where he opened some desirable new accounts.

A. J. Hinsey, of Akron, has sold his tobacco manufacturing outfit at that place to A. W. Gehman, who was formerly a leaf salesman with Lancaster houses. It is quite probable that Mr. Gehman will locate in Akron.

I. H. Weaver, the extensive leaf packer, recently returned from a tour of inspection through Ohio. Mr. Weaver has lately been receiving large amounts of the new crops of leaf purchased in this county.

Jacob Bowman & Bro. now have an extra large force of leaf packers at work in assorting and packing new goods. The head of the firm has lately been in Ohio and made considerable purchases there.

Trade Improvement Noted in Reading.

READING, Pa., March 30.

THERE are indications of improvement in the cigar industry in this section. During the past two weeks more encouraging reports have been received from Western distributing centers and several of the local houses are augmenting their forces.

The Fleck Cigar Company has been busy all this Spring utilizing their large factory to its full capacity. A brisk demand seems to exist for their product in the Middle West.

John G. Spatz, of J. G. Spatz & Company, has returned from a flying trip among some of the important jobbing houses. This practically concludes Mr. Spatz's Spring work and he will now devote his energy more largely to office and manufacturing departments. Their "Heidelburg" and other brands of high-grade goods are enjoying a steadily increasing local trade.

A new cigar store was recently opened at 504 North Ninth street by Thomas Freeman.

Although work had progressed quite rapidly on the remodeling of the building recently acquired by W. W. Stewart & Sons, at Green and Cedar streets, it can hardly be completed in time for the firm to take possession on April 1st. Business is now opening up better with them and they are exceedingly anxious to get into the new building as early as possible.

The E. E. Kahler Cigar Company have lately experienced improvement in their trade, and a normal force of cigarmakers are now being steadily employed.

J. H. Witter, of Newmanstown, has purchased a property at Kleinfeltersville and will erect a new cigar factory building on the site. After a short period of rather dull trade, Mr. Witter now finds orders coming more rapidly, and which will make additional facilities very desirable.

Increase in Imported Leaf and Cigars.

WASHINGTON, March 30.—There was a slight increase in the value of the leaf tobacco, cigars and cigarettes, etc., imported into the United States during the month of February, as compared with the same month last year, according to the monthly statement of the Bureau of Statistics of the Department of Commerce and Labor, just issued.

During February of the present year the value of the leaf tobacco imports reached the total of two and seven-tenths million dollars, as compared with a total of two and four-tenths millions for February, 1909. For the eight months ending with February, 1910, the total value of the imports of leaf tobacco was $18,000,000, while for the same period in 1909 the total was sixteen and eighth-tenths millions.

The cigars, cigarettes, etc., imported during February, 1910, were valued at three-tenths of a million dollars, while for the month of February, 1909, the total was but two-tenths of a million. For the eight-month period ending with February, 1910, the total value of these imports was two and six-tenths millions, and for the same period in 1909 the total was two and two-tenths millions.

Pacific Coast Trade Not Satisfactory.

Business in Cities Quiet but Improved in Smaller Towns — More Manilas Arrive.

San Francisco, March 21.

FROM all accounts there is something seriously the matter with the retail trade in San Francisco, as this year's business is not at all what it was expected to be. The principal reason, very likely, is that the expectations were too high, some interests counting on the prospect of a "wide-open" town to increase their sales. Accordingly things have been rather overdone, and without a very material increase in the actual number of cigars smoked there is bound to be complaint somewhere. Jobbers state that local collections are still slow, especially with the saloon trade, which is not what it should be in volume.

Business in the smaller towns of California, however, is very encouraging, outside collections being very satisfactory, while the increasng volume of business more than offsets any dullness in the city. Jobbers count on a very active country trade up to the beginning of the warm weather, when sales usually quiet down, and there is every sign of prosperity in the interior. The rain this week is just what was needed in the agricultural districts, where there was a little nervousness over the lack of moisture in February. By next fall, it is hoped that the local trade will begin the forward movement which has been long expected.

Large shipments of Manila cigars arrived here about the middle of the month, as expected, and the local dealers in that line are now busy with the distribution of the goods. The retail demand in this line in the larger cities of the Coast is quieting down, and it is necessary to dispose of larger quantities of the goods on Eastern markets, but from all reports the importers have without difficulty disposed of all they could get. In addition to the large shipment to this city, a cargo of nearly 750,000 has arrived at Seattle, most of them being to Castle Bros.-Wolf & Sons, of this city. The greater part of this shipment will be sent directly East from Seattle. In addition to the cigars, Kohlberg & Co., of this city, have received a large lot of Manila leaf, which they expect to make up locally by union labor. They are prepared to do experimental work in this line, and believe that by blending the Manila with other leaf they can produce an article far superior to the cigars imported from the Orient, and more acceptable to the American smoker.

Edward Wolf, of the Edward Wolf Company, returned a few days ago from his long trip in the East, but left immediately for the interior of California to look after the distribution of his Havana lines. He is well satisfied with the results of his visit to New York, where he took orders for about 2,500,000 Manila cigars and made connections which he believes will afford a permanent outlet. The company is now carrying a very large stock of Manila goods, and is in a position to fill all orders, but expects to dispose of everything on hand before the next lot comes in.

W. H. Wolf, of Castle Bros.-Wolf & Sons, has also returned from the East, after making arrangements for large shipments in that direction. He is already getting many repeat orders, and has no doubt that the business from now on will be on a staple basis.

The cigar factory of Charles Harbaugh, at Salinas, Cal., was destroyed by fire early this month. Loss, $4,000, with $2,000 insurance.

The Lopez-Garcia Cigar Company has been incorporated in San Francisco, with a capital stock of $10,000, by L. W. Martin, James Roche and E. Cartmel.

John B. Lovell will start a small cigar factory at San Rafael, Cal., where he believes there is a good opening.

M. A. Gunst, of M. A. Gunst & Co., is now in New York to superintend the opening of a new retail establishment.

R. M. Ellis, representing Melachrino & Co., has returned from a trip around the world.

The shipping season for Alaska is now about to open, and local jobbers are looking for considerable business from that quarter. During the height of the mining excitement Alaska was a factor of great importance to the jobbers here and at Seattle, and is now coming to the front again, though the business is on a more conservative basis than in former years.

A. M. Beebe, Coast representative of F. Garcia & Bros., has returned from a visit to the trade in the Northwest.

Paul Condax, of the E. A. Condax Cigarette Company, visited San Francisco early this month. Charles Rawak, who has been representing the company on the Coast, has resigned.

A. Strauss, of Celestino Vega & Co., spent a few days in San Francisco last week, accompanied by his family. H. Rinaldo & Co. have been handling his line, "La Venga," here for some time past, and Mr. Strauss expresses himself as well pleased with the trade that has developed. T. D. Becker has been placed here as Coast traveling representative, and is making his headquarters with H. Rinaldo & Co.

M. Blaskower, of M. Blaskower & Co., has been ill for some time past, but is now well on the way to recovery.

The Edward Wolf Company is expecting a visit next week from H. Anton Bock, whose line, "Don Antonio," has been well known as one of their leaders.

Tillman & Bendel have been working on the introduction of the "El Benedicto" brand, a broad leaf wrapper cigar of T. J. Dunn & Co., and report that this line has been placed with many retailers throughout the State.

Sol Arkush, representative of the Martinez-Havana Company, is expected in a few days from Salt Lake, where he has been calling on the trade.

Max Silverthau is now in the city representing a Porto Rico line.

Charles H. Knubel, representative of the Salvador Rodriguez and Charles the Great lines, has returned from a trip East.

A. Czarnecki, one of the old-time retailers, reports considerable improvement at his stand at Montgomery and Washington streets, where he has been located since the fire. He is now getting considerable business in a jobbing way.

I. Danziger, Coast representative of Wertheimer Bros., has returned from a trip through the Northwest, in company with Sam Wertheimer. He reports a large business all along the route, and is now getting in quite a number of duplicate orders.

The food qualities of tobacco are strikingly illustrated in the case of R. McCauley, who, according to a press dispatch, subsisted on tobacco for nearly a week. McCauley and his family were left in a destitute condition without food or a home. They rigged up a tent near La Salle, Conn., and their only stock of provisions consisted of tobacco. They appeased their hunger on this by chewing and smoking, until the charity authorities intervened and placed the three children in a State home.

The Golden Cigar Company, at Evansville, Ind., has increased its capital stock from $20,000 to $30,000. The officers of the corporation are James R. Golden, president; Rudolph Haas, Max Meyer and H. F. Barenberg, secretary and treasurer. It is stated that the company expect to erect a large building in the near future to be devoted to the manufacture of cigars.

J. P. Sullivan, cigar manufacturer of Holyoke, Mass., was operated on for appendicitis at a Providence hospital March 13th.

NEW YORK.

New York City.

There has been continued sluggishness in the leaf tobacco market during the past two weeks. Late advices are to the effect that inquiries seem to be getting a little stronger, but up to this time there is little evidence of an actual buying movement by cigar manufacturers.

Reports from the growing centers are not much more encouraging than they were earlier in the Spring, and prices, if anything, have receded somewhat for such crops as remain unsold.

A considerable activity has prevailed in the Sumatra market. Conditions have, no doubt, been augmented by the recent reports from Amsterdam of the new goods, and which has resulted in considerable activity in the procurement by manufacturers of larger supplies of light wrappers, and it is now stated that the market is being rapidly bared of this class of old goods. It was quite natural to expect that prices would also stiffen, which they have.

There has been nothing of special interest transpire in the Havana market. The report from Cuba that the crop will be very short and withal the quality will not be of the very best, seems no to have had much of an effect on market conditions thus far. Withdrawals from bonded warehouses have been about normal.

PENNSYLVANIA.

Philadelphia.

Very little improvement is quoted in the Philadelphia trade. Offerings of sufficient supplies have been made to meet all demands, and if anything prices have shown a slightly upward tendency. There have been sales of smaller lots of leaf right along, but in its aggregate it can hardly be considered a normal amount of business. But for local disturbances the cigar industry would seem to be in a fair condition and, in consequence, the leaf tobacco men continue to, at least, feel hopeful of an improvement in the near future. A moderate demand has been existing for Havana leaf, and although no specially large sales have been made, prices are being firmly maintained.

Notwithstanding that the recent reports from Amsterdam are anything but encouraging, there appears to have been no special activity to acquire large holdings of old goods, of which there are still some applies in this market.

Lancaster.

Considerable activity developed recently in buying the new crop, and it seems that both buyer and grower were anxious to conclude operations with the result that during the past two weeks there was probably more tobacco bought than during any corresponding period of the present season. It is intimated that several of the larger factors in buying have now eliminated themselves completely. In consequence of this prices seem to have taken a still further drop. There will be a sale for all the tobacco grown, provided farmers will accept for it a price which will enable local packers to handle it. More than 50 per cent. of the new crop is believed to have been contracted for.

York.

The leaf tobacco men report that cigar manufacturers are still buying most sparingly of old goods. Of the new crops the buying movement has not progressed very rapidly and farmers in the vicinity of the Druck Valley, where some of the finest leaf of the county is grown, are still awaiting an acceptable offer for their crops.

WISCONSIN.

Edgerton.

With a great improvement in the condition of country roads, the farmers' great handicap in delivering tobacoos, has been relieved. Receiving is being hurried along now as rapidly as possible. It is estimated that probably 75 per cent. of the goods bought are already delivered to the various warehouses, where the actual work of handling is well under way. The market has shown little encouragement in the way of increased demand for old goods. Complaints continue to come from Eastern centers, and the local business has also been of a small nature.

Janesville.

Local warehouses are fairly active, and now that the country roads are in a better condition tobaccos are coming in at a more lively rate. Several of the Janesville warehouses are in active operation, but shipments of old goods from this point continue small.

A lot of poor tobacco seed was harvested last fall, and the already low vitality was still more greatly reduced by frosts, which makes it particularly desirable for tobacco growers to put their seed this year to a special test, and carefully separating the good from the inferior.

Stoughton.

After a number of weeks of almost impassable roads, farmers are now making haste in delivering their crops, but much tobacco still remains to be sorted which was already contracted for during the Winter, and even earlier.

Some few sales of 1909 goods were recently consummated at 8 and 3 cents per pound in the bundle, and it was fair goods. The yield being fairly heavy, farmers are still realizing a pretty fair price per acre for their crop.

NEW ENGLAND.

Hartford, Conn.

Tobacco raisers are not feeling very kindly toward the buyers, who earlier in the season bought crops and are now asking farmers to accept a reduction. It is stated that in some instances these deductions amount to several hundred dollars on larger crops. Farmers claim that they are powerless to do anything but accept the offers now made, because they must move their crops in order to realize the money necessary to be paid for fertilizers and other expenses which will now soon be incurred.

The suit of I. Surkovice & Company, of New York, against W. H. Strong, of Simsbury, was on trial last week in the Court of Common Pleas before Judge John Coates. The plaintiffs seek to recover damages of $500, because of the alleged failure of the defendant to deliver certain tobaccos which they had bought of him. The defendant, however, made a denial of the allegations of the complainant. The plaintiff was awarded $75 damages and costs. The case, it is said, will be appealed by Mr. Strong.

Suffield, Conn.

In spite of the lateness of the season, tobacco buyers are still at work, and frequently sales are reported, but at prices at much below those at the beginning of the season. This is due to the fact that most of the warehouses have tobacco enough to keep them going as long as the men can be kept in doors and goods must be bought low enough to pay for extra help which will be required to push the work through later on. Farmers do not appear to have lost courage over the lower prices they have received and are preparing to raise about the same amount in acreage this year.

East Hartford, Conn.

There is promised this year a large increase in the acreage of shade-grown tobacco; one tobacco growing company will add forty acres to its plantation in Simsbury, making over 250 acres to be grown under shade. Other growers have also made arrangements to increase their acreage.

Ohio's Big Yield.

As shown by the returns of the Internal Revenue Collector at Columbus, O., the sales of tobacco in the Eleventh District of that State were 6,238,463 pounds between October 1st, 1909, and January 1, 1910. This aggregate was three times the amount produced by the same section two years ago. Its enormity may be conceived by the assertion that the output named would fill 213 freight cars, making ten trains and extending over three miles of track. Experts who have studied these figures say that the result is stupendous, as indicating what could be done under enlightened methods of culture.

Ohio certainly has cause to be proud of her tobacco record. The tobacco counties are Scioto, Adams, Lawrence, Gallia, Ross, Meigs, Morgan, Noble, Guernsey and Pike.

The Guarantee Cigar Company, of Webb City, Mo., has been incorporated with a capital of $10,000. Incorporators, W. O. Miles, C. E. Miles and S. A. Kenoyer.

Cigar Box Making.

THERE are very few members of the cigar trade who have ever given very much thought to the intricacies, ingenuity and care which it is necessary for the successful cigar box manufacturer to possess a full knowledge of, and in the smoking world there is, perhaps, much less known of the many interesting branches of industry called into being by the fascinating weed.

The cigar smoker could well wonder how much of what he pays for his smoke goes into the box and the lithographed label and the gilt bands and the like. The cigar box containing fifty cigars would cost anywhere from 5½ to 8 cents, according to what it is made of, and yet that would be without counting the labels and brands, or anything but the plain wood and nails and labor expended in the making of the box. It has been variously estimated that the cost of the cigar boxes used in the United States is placed at nearly $6,000,000—and with the exception of a comparatively few boxes which are sent to Cuba, this production is used entirely in the United States. This output, of course, refers to wooden boxes exclusively, and does not include pasteboard boxes used for certain kinds of cigar products, cigarettes and little cigars. Of this volume of business Pennsylvania is credited with about $1,600,000,—and within the confines of her border are employed about 1,600 people in the cigar box industry. It will be observed that the production of cigar boxes in the Keystone State is more than one-fifth of the total, and no other State makes so many, although New York State is a close second.

The Kind of Wood Used.

The amount of lumber consumed annually in the manufacture of cigar boxes reaches an immense total in its thousands of square feet surface, and a considerable portion of it, especially cedar, is imported, yet the American forests are being rapidly depleted in the quest of sufficient supplies of poplar and other suitable lumber for the cigar box industry. Much of the poplar lumber is, of course, veneered on the one side, while still a great deal more is stained to imitate cedar, In the latter case the wood is printed in imitation of cedar by the use of ink of a certain color, and an especially constructed machine which carries a printing roller on which are the lines to resemble the graining of cedar wood. Although a very small amount of wood is needed in the making of any one box, it is, nevertheless, a little cheaper to use the veneered poplar or the imitation cedar than it is to use the genuine article, hence the sale of these boxes.

Machinery Saves Waste.

These prices, reasonable though they seem, are only made possible by the use of intricate machinery, and the skillful subdivision of labor; and it is also important to waste as little of the material as possible. For this purpose cigar box lumber is reduced to certain thicknesses, and is not sawed from the log, but sliced or split by special machinery. The immense pressure used in the veneering wood for the manufacture of furniture is not used in the manufacture of cigar box lumber, and the veneered slabs, which are pretty well warped and twisted at first, are straightened out and dried simply by passing through rollers. Then the slabs are taken to the sawing table, where they are ripped and cross-sawed—from five to ten in one cut—into pieces of proper dimensions for the single boxes which are being made. In fact, the preparation of such prepared dimensioned lumber is being specialized by several large establishments, and the industry has become even quite important in Philadelphia. Thence the pieces are sent to an inspector who, besides examining each and sorting those which are imperfect, makes separate piles, containing the same number in each, of ends, sides, bottoms and tops.

How Boxes Are Made.

The ends and sides are nailed together in frames by one machine and the bottoms are nailed on by another. These machines are fed with nails by an automatic arrangement which presents a number of them at one stroke, and on stroke does the business of nailing at each corner and one stroke also suffices for the bottom, the nails being pushed in rather than hammered. One of these modern machines will turn out 5,000 box frames a day, and two machines, when worked together, will turn out 10,000 boxes so far as the framework and nailing is concerned. The lid of the cigar box is held in place by the glueing of a narrow strip of muslin, after which the edging, lining, and labels are affixed by pasting. Tiny metal hinges are sometimes put upon cigar boxes, but they are employed more generally for sample or ornamental boxes. Dove-tailed boxes can, of course, also be had, but they are necessarily a little more expensive, and are therefore not so commonly used.

Manufacturers' Reports.

Detroit.

The demand for cigar boxes has shown strong during the last two weeks and factories in different parts of the city are running full. Local railroads report a clearing up in the freight situation, and no difficulty is experienced in getting consignments away on time. Lumber is plentiful and prices are stiffening.

New York City.

The H. W. Ehrichs Company reported quiet trade conditions, with but a moderate demand and no inquiries beyond what is actually required. Trade conditions generally are at a low ebb, but consumers are continuing to operate in a moderate way, thus keeping the box manufacturers going along at a slow pace. The outlook as regarded by them is rather uncertain, but they seem to be still hopeful that business will increase as the season advances.

It is the concensus of opinion among box manufacturers in New York that the demand is restricted largely to the local consumers, and that prices are not quite satisfactory from the box makers' standpoint. They seem to be looking forward to April for a better business condition.

Cincinnati.

The old Roth, Bruener & Feist Cigar Company building, on West Fourth street, is now being occupied by Spector Brothers, who have opened a new cigar manufacturing plant, and this has given an additional ray of hope to the box makers, since the firm is expecting to employ about 300 hands as soon as they can be secured.

In addition to this, it is stated that there is also a prospect of having another cigar manufacturing establishment located in Cincinnati. The rumor comes from Indianapolis that tobacco men are incorporating a company to manufacture cigars and that they are considering locating in Cincinnati.

Judging from reports given out by local box makers there would seem to be a very fair business just now in Cincinnati, and all box factories are operating with a fully normal force.

Philadelphia.

Box makers of the Quaker City report that during the past month a steady improvement was shown, and they are looking forward to a steadily increasing business. The lumber situation is also said to be in a fair condition and that not much difficulty is being experienced in securing a sufficient, if not plentiful, supply at reasonable prices.

Henry H. Sheip, of the H. H. Sheip Manufacturing Company, has been visiting Tampa recently, where he is interested in a local plant.

Cigar Box Men Meet.

THE quarterly meeting of the Western Cigar Box Manufacturers' Association, which was held at the Auditorium Hotel in Chicago in February, was well attended and was pronounced a very successful gathering. The elucidation of general trade conditions proved highly profitable to all those in attendance, and it was fully evidenced that a more hopeful feeling was beginning to prevail. Many matters of a technical nature were also fully discussed, and all were convinced that the matter of cost-accounting was of paramount importance. The interest of those gathered was most attentively held during all of the several discussions. A disposition was shown to fully divulge all the information possible to make the consideration of the important problems concisive.

Sheip Sent His Regrets.

A letter received from H. H. Sheip, the well-known manufacturer of Philadelphia, was read, as follows:

"To The Western Cigar Box Manufacturers' Association, Chicago.

"Gentlemen: I regret very much, indeed, that I shall not be able to be with you during the meeting. I remember the delightful time I had with you last summer, and if it were possible I should greatly enjoy the hospitality which you so lavishly bestow upon all. I hope your meeting will be a great success in every way.

"Business is beginning to pick up very nicely, and I believe if we have continued good weather, we shall also have a good spring trade. I hereby send you my heartiest congratulations, and with best wishes, I remain,

"Yours sincerely,

"(Signed) Henry H. Sheip."

Those in attendance were:

W. D. Rosenberger, Chicago Box Co., Chicago.
L. H. Rosenberger, Chicago Box Co., Chicago.
W. G. Gehr, A. C. Henschel & Co., Chicago.
W. H. Elbel, Elbel Cigar Box Co., South Bend, Ind.
C. J. Stierlen, G. Merz & Son, Chicago.
R. J. Hayssen, C. B. Henschel Mfg. Co., Milwaukee.
E. G. Merz, G. Merz & Son, Chicago.
J. Meyer, C. Kresl, Chicago.
M. W. Kitz, M. M. Kitz & Son, Oshkosh, Wis.
W. J. Aftsprung, Bay Poplar Lumber Co., Cincinnati, O.
Herman Moeller, Moeller & Kolb, Chicago.
A. O. Fisher, A. O. Fisher & Co., Chicago.
Peter Van Vick, Duluth.
Geo. F. Kimball, Thoroughgood & Co., Janesville, Wis.
F. A. Parker, the Mueller & Son Co., Milwaukee.
W. A. Depue, Lansing, Mich.
Theo. Krabbenhoft, Davenport Cigar Box Co., Davenport, Ia.
Emil Tisch, Grand Rapids Cigar Box Co., Grand Rapids, Mich.
A. C. Henschel, A. C. Henschel & Co., Chicago.

HARRISON LANDIS
Of the H. H. Sheip Manufacturing Co.,
Philadelphia

Arthur G. Wiedemann, A. G. Wiedemann Cigar Box Co., Kansas City, Mo.
O. Moser, Moser Cigar Box Co., St. Louis, Mo.
Mr. Kreft, St. Louis, Mo.
G. W. Wilson, Sioux City Cigar Box Co., Sioux City, Ia.
Mr. Keck, Decatur, Ill.
E. A. Glindmier, Geo. B. Thera, St. Paul.
G. D. Simonds, packages, Milwaukee.
F. Drake, Jacksonville Cigar Box Co., Jacksonville, Ill.
Jasper Fawsett, Geo. D. Emory & Co., New York.
Dave Ball, Henry Lindemeyer, New York.
Henry L. Sheip, H. H. Sheip Mfg. Co., Philadelphia.
Harrison Landis, H. H. Sheip Mfg. Co., Philadelphia.
E. F. Henofer, Sheip & Vandegrift, Philadelphia.
A. H. Ahrens, C. C. & E. P. Townsend, Brighton, N. Y.
W. D. Sexton, Sheffield Lumber Co., Cincinnati.
E. E. Thatcher, Geo. Schlegel & Co., New York.
John Thatcher, Schmidt & Co., New York.
Fred Roland, Calvert Lithographing Co., Detroit.
Mr. Howe, Cole Lithographing Co., Chicago.
W. M. Stucke, American Lithographing Co., New York.
J. N. Widdifield, Wm. Steiner Sons ...o., New York.
H. C. Meltze, Moehle Lithographing Co., Brooklyn.

Up in the Nutmeg State.

A feeling of sadness, one akin to pain, prevails up in the Connecticut tobacco country over the refusal of big dealers to take and pay for crops for which they bargained early in the season.

The tobacco growers are naturally puzzled by the action of the dealers and wonder why they don't keep their word. It is believed by many that dealers are putting up a big bluff in order to force the growers to sell at a low price.

Edward Seely, of Elm street, near Wick Park, Youngstown, O., has opened a new store for cigars, drugs and ice cream. He will conduct a first-class establishment.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark
For Searching a title which does not result in registration, 25 cents.
For transferring and Publishing Transfer of Registration, 50 cents.
For issuing Duplicate Certificate of Registration, 50 cents.

☞ Applicants should be careful to fully specify the use of desired Trade-Mark

POWER CITY:—19,822.
For cigars. Registered March 14, 1910, at 9 A. M., by Frank Moeller, Keokuk, Iowa.

EL. D-CO.:—19,823.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 14, 1910, at 9 A. M., by John Dunning, Nassau, N. Y.

EL UTTER:—19,824.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 14, 1910, at 9 A. M., by John Dunning, Nassau, N. Y.

EL NASSO:—19,825.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 14, 1910, at 9 A. M., by John Dunning, Nassau, N. Y.

SAEGER'S SINGLE BINDER:—19,826.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 14, 1910, at 9 A. M., by Saeger & Sons. Fremont, Neb.

FLUERETTE:—19,827.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 14, 1910, at 9 A. M., by C. B. Henseke Mfg. Co., Milwaukee, Wis.

AEQUO:—19,828.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 14, 1910, at 9 A. M., by F. M. Howell & Co., Elmira, N. Y.

LA LIMPA:—19,829.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 14, 1910, at 9 A. M., by Chas. Stutz Co., New York.

JACK WILD:—19,830.
For cigars, cigarettes and cheroots. Registered March 15, 1910, at 9 A. M., by Petre, Schmidt & Bergman, Philadelphia.

4 & 5:—19,831.
For cigars. Registered March 15, 1910, at 9 A. M., by The Globe Cigar Co., Ephrata, Pa.

BRUGGER'S SPOT:—19,832.
For cigars. Registered March 15, 1910, at 9 A. M., by A. A. Brugger, Erie, Pa.

BRUGGER'S SWEET CLIPPINGS SCRAP:—19,833.
For tobacco. Registered March 15, 1910, at 9 A. M., by A. A. Brugger, Erie, Pa.

45:—19,834.
For cigars, cigarettes, chewing and smoking tobacco. Registered march 15, 1910, at 9 A. M., by Chas. K. Breuer, Wilmington, Del.

LA RITICA:—19,835.
For cigars and cigarettes. Registered March 16, 1910, at 9 A. M., by Winter Cigar Mfg. Co., New York.

GEORGE C. KNIGHT'S FRAT:—19,823.
For cigars, cigarettes and cheroots. Registered March 17, 1910, at 9 A. M., by Calvert Lithographing Co., Detroit, Mich.

SEA WOLF:—19,824.
For cigars, cigarettes and cheroots. Registered March 17, 1910, at 9. A. M., by Petre, Schmidt & Bergmann, Philadelphia.

SEA HAWK:—19,825.
For cigars, cigarettes and cheroots. Registered March 17, 1910, at 9. A. M., by Petre, Schmidt & Bergmann, Philadelphia.

POPULAR BID:—19,826.
For cigars, chewing and smoking tobacco. Registered March 17, 1910, at 9 A. M., by Henry Heck & Sons, Albany, N. Y.

MIDWELT:—19,827.
For cigars, cigarettes and cheroots. Registered March 17, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

BLACK AND BLUE:—19,828.
For cigars, cigarettes and cheroots. Registered March 17, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

LADY DUFF GORDON:—19,829.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 17, 1910, at 9 A. M., by Chas. M. Gudknecht, Phila.

SIR HUBERT:—19,830.
For cigars cigarettes, cheroots, chewing and smoking tobacco. Registered March 18, 1910, at 9 A. M., by Hubert A. Dowling, St. Albans, Vt.

THREE TENS:—19,831.
For cigars. Registered March 18, 1910, at 9 A. M., by Bobrow Bros., Philadelphia.

EL MAURICE:—19,832.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 18, 1910, at 9 A. M., by M. C. Newman, New Orleans, La.

NEBOBLISH:—19,833.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 18, 1910, at 9 A. M., by Gus Thiele, New York.

HARRY R. GIBBONS:—19,834.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 18, 1910, at 9 A. M., by Geo. H. Musgrave, Chicago, Ill.

TROLLIE-NO. 61:—19,835.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 19, 1910, at 9 A. M., by Joseph & Barrett, Hartford, Conn.

J. & B.:—19,836.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 19, 1910, at 9 A. M., by Joseph & Barrett, Hartford, Conn.

La SCALA:—19,837.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 19, 1910, at 9 A. M., by A. M. Tobias, Chicago, Ill.

ROTTENBERG:—19,838.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 19, 1910, at 9 A. M., by A. M. Tobias, Chicago, Ill.

SHOSHONE:—19,839.
For cigars, cigarettes, cheroots stogies, chewing and smoking tobacco. Registered March 19, 1910, at 9 A. M., by The Shields-Wertheim Co., Cleveland, O.

J. A. F.:—19,840.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 19, 1910, at 9 A. M., by Fraser Bros., Houston, Tex.

CUBAN CADETS:—19,841.
For cigars, cigarettes and cheroots. Registered March 19, 1910, at 9 A. M., by Klein & Greenbaum, New York.

FLOR DE RUDALBO:—19,842.
For cigars, cigarettes, chewing and smoking tobacco. Registered March, 19, 1910, at 9 A. M. by Rudolph Phister, Erie, Pa.

HILDANA:—19,843.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 19, 1910, at 9 A. M., by American Lithographic Co., New York.

MONOSMOKE:—19,844.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 19, 1910, at 9 A. M., by American Lithographic Co., New York.

GLAD:—19,845.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 19, 1910, at 9 A. M., by American Lithographic Co., New York.

SUNBERRY:—19,846.
For cigars ,cigarettes, cheroots, chewing and smoking tobacco. Registered March 19, 1910, at 9 A. M., by American Lithographic Co., New York.

ARONSO:—19,847.
For cigars. Registered March 19, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

SEYMOLA:—19,848.
For cigars. Registered March 19, 1910, at 9 A. M., by Seyms & Co., Hartford, Conn.

NATHANSON:—19,849.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 19, 1910, at 9 A. M., by McGuigan Cigar Mfg. Co., Red Lion, Pa.

NATHANSON'S B. V. C.:—19,850.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 21, 1910, at 9 A. M., by McGuigan Cigar Mfg. Co., Red Lion, Pa.

EL JOSERO:—19,851.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 21, 1910, at 9 A. M., by Josephson Bros., New York.

EL JOSEBRO:—19,852.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 21, 1910, at 9 A. M., by Josephson Bros., New York.

EAGLE STRAIGHT:—19,853.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 21, 1910, at 9 A. M., by A. S. Strickler, Newmanstown, Pa.

POCHASSIC:—19,854.
For cigars, cigarettes and cheroots. Registered March 21, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

3—20—8:—19,855.
For cigars, cigarettes and cheroots. Registered March 21, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

THREE, TWENTY, EIGHT:—19,856.
For cigars, cigarettes and cheroots. Registered March 21, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

THE WHITE DEFENDER:—19,857.
For cigars. Registered March 21, 1910, at 9 A. M., by E. J. Ryan and F. Aulich, Chicago, Ill.

TOM BROWNE:—19,858.
For cigars and cigarettes. Registered March 21, 1910, at 9 A. M., by Van Loo Cigar Co., Chicago, Ill.

APOLOGY:—19,859.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 21, 1910, at 9 A. M., by St. Louis Cigar Box Co., St. Louis, Mo.

JONATHAN DAYTON:—19,860.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Schmidt & Co., New York.

PHILIP B. BARBOUR:—19,861.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Schmidt & Co., New York.

LINN BOYD:—19,862.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Schmidt & Co., New York.

LANGDON CHEVES:—19,863.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Schmidt & Co., New York.

ANDREW STEVENSON:—19,864.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Schmidt & Co., New York.

R. M. T. HUNTER:—19,865.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Schmidt & Co., New York.

HOWELL COBB:—19,866.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Schmidt & Co., New York.

JAMES L. ORR:—19,867.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Schmidt & Co., New York.

W. PENNINGTON:—19,868.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Schmidt & Co., New York.

TEVA:—19,869.
For cigars, cigarettes and cheroots. Registered March 23, 1910, at 9 A. M., by The Davis Cigar Co., Flint, Mich.

TIVA:—19,870.
For cigars, cigarettes and cheroots. Registered March 23, 1910, at 9 A. M., by The Davis Cigar Co., Flint, Mich.

QUAETES:—19,871.
For cigars, cigarettes and cheroots. Registered March 23, 1910, at 9 A. M., by The Davis Cigar Co., Flint, Mich.

PENNYSIFTER:—19,872.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Smith & Rupp, Buffalo, N. Y.

LORD CALVERT:—19,873.
For cigars, cigarettes and cheroots. Registered March 23, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

HOWARD E. LEIB:—19,874.
For cigars, cigarettes and cheroots. Registered March 23, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

IDLE THOUGHTS:—19,875.
For cigars, cigarettes and cheroots. Registered March 23, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

OVANDO:—19,876.
For cigars, cigarettes and cheroots. Registered March 23, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

OLD BET:—19,877.
For cigars, cigarettes and cheroots. Registered March 23, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

SLEZAK:—19,878.
For cigars, cigarettes and cheroots. Registered March 23, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

CARTER & JOSEY'S J. C.:—19,879.
For cigars. Registered March 23, 1910, at 9 A. M., by La Celada Cigar Co., Americus, Ga.

HAPPY TOM:—19,880.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 23, 1910, at 9 A .M., by W. M. Siers, Altoona, Pa.

MONTANA PRINCE:—19,881.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Seidenberg & Co., New York.

CAPTINA:—19,882.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Schmidt & Co., New York.

DUNIGAN'S MARY FRANCES:—19,883.
For cigars, cigarettes, cheroots, stories, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Jas. D. Dunigan, Circleville, O.

G. H. S.:—19,884.
For cigars. Registered March 23, 1910, at 9 A. M., by Wm. F. Marzyck, Jacksonville, Fla.

ONTEORA:—19,885 .
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 23, 1910, at 9. A. M., by Fisher & Yglesia, Brooklyn, N. Y.

JUAN DE VALLE:—19,886.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Kruger & Braun, New York.

NIBESTO:—19,887.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Henry T. Offerdinger, Washington, D. C.

MONEY-IN:—19,888.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Columbia Cigar Co., New York.

INDEMONY:—19,889.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Columbia Cigar Co., Americus, Ga.

CHARLES THE I.:—19,889½.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Chas. Stutz Co., New York.

THE BURKEE:—19,890.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 25, 1910, at 9 A. M., by F. X. Smith Sons Co., McSherrystown, Pa.

CHICAGO DERBY:—19,891.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 25, 1910, at 9 A. M., by H. Kohn, Chicago, Ill.

COAST-LINE:—19,892.
For cigars. Registered March 26, 1910, at 9 A. M., by D. Glaser, Portsmouth, Va.

HINDO TEMPLE:—19,893.
For cigars. Registered March 26, 1910, at 9 A. M., by John P. Fagan, Galveston, Tex.

BELLROSE:—19,894.
For cigars, chewing and smoking tobacco. Registered March 26, 1910, at 9 A. M., by M. McCoy, Philadelphia.

PRINCE DANDY:—19,895.
For cigars. Registered March 26, 1910, at 9 A. M., by E. R. Stavely, Littlestown, Pa.

HOUSATONIC:—19,896
For cigars. Registered March 26, 1910, at 9 A. M., by Bennett, Sloan & Co., New York.

BACCO:—19,897.
For chewing and smoking tobacco. Registered March 26, 1910, at 9 A. M., by A. H. Motley Co., Reidsville, N. C.

LUISA:—19,898.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 28, 1910, at 9 A. M., by Francisco Alvarez & Co., New York.

PRINCE IZON:—19,899.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 28, 1910, at 9 A. M., by Schmidt & Co., New York.

SAM TURNER:—19,900.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 28, 1910, at 9 A. M., by Schmidt & Co., New York.

MISS WICHITA:—19,901.
For cigars. Registered March 28, 1910, at 9 A. M., by Crayton Rabb, Farmington, Iowa.

LA CEDA:—19,902.
For cigars. Registered March 28, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

HAVANA CURL:—19,903.
For cigars, cigarettes and cheroots. Registered March 29, 1910, at 9 A. M., by Brinker & Habaney, Indianapolis, Ind.

WILLIAM ELLIOTT:—19,904. (By permission.)
For cigars, cigarettes, chewing and smoking tobacco. Registered March 29, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York.

BIRD OF PARADISE:—19,905.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 29, 1910, at 9 A. M., by L. C. Wagner & Co., New York.

VIRGINIA SPRINGS:—19,906.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 29, 1910, at 9 A. M., by L. C. Wagner & Co., New York.

MODELETTE:—19,907.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 29, 1910, at 9 A. M., by L. C. Wagner & Co., New York.

RESPONSIBILITY:—19,908.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 29, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

URANO:—19,909.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 29, 1910, at 9 A. M., by Schmidt & Co., New York.

Continued on page 38

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Situations Wanted.

SITUATION WANTED as superintendent of cigar factory. Twenty years' experience. All branches. Good references. Address Qualified, Box 18, care of The Tobacco World. 1-1-r.

CIGAR FOREMAN is open for position. Thoroughly experienced and best of references. Address Box 23, care The Tobacco World.

WANTED—Position as foreman or superintendent of cigar factory; 34 years' experience in manufacturing. Address 150 N. 8th St., Reading, Pa.

Special Notices.

MONROE ADLER,
CIGAR BROKER.
36 La Salle St., Chicago, Ill. 6-17-he

A MANUFACTURER of a reliable 2 for 5-cent short filler cigar is open to correspondence with reliable jobbers. Address Box 5, care of The Tobacco World. 2-15-c.

Salesmen Wanted.

WANTED—Salesman, on good commission basis, to sell fine line of seed and Havana and five-cent goods in the West and also the Pacific Coast. Give particulars of former employment. Address Reliable, Box 13, care of The Tobacco World. 1-1-r.

SALESMAN WANTED—By established Philadelphia house, to sell line of seed and Havana goods in city and vicinity. Excellent opportunity for right man. Address Box 22, care The Tobacco World. 2-1-c

WANTED—First-class, experienced tobacco salesmen to represent an old-established factory, on liberal commission basis. Up-to-date brands and packages. Good territory open. Address Tobacco Manufacturer, P. O. Box No. 812, Detroit, Mich.

Foreman Wanted.

WANTED—Superintending foreman, with ability to lead, handle and get proper results from the different people in the different departments under him in a factory of 50 people. One with the ability to take care of and build up a larger force and output quickly, and properly handle larger and greater affairs in the future, if necessary. Successful by experience in all departments of inside work of cigar factory. With ability to handle in detail cigarmaking, packing, learners, stripping, selecting, casing and sweating departments with success; also good judge of tobacco. Give age, nationality by descent and references, with general outline of your experiences and with whom. Good salary with inside interest to right man. Address "At Once," Box 25, The Tobacco World, 102 S. 12th Street, Philadelphia, Pa. 4-1-c

For Sale.

FOR SALE—By the undersigned, the executors of the estate of Henry H. Heert, deceased, for the purpose of winding up the said estate: The business and plant heretofore and now carried on under the name of Knickerbocker Cigar Factory, at Nos. 110-112 Murray Street and 166-167 West Street, New York City, Manhattan Borough, including a large stock of Havana, Sumatra and other tobaccos, manufactured cigars and tobacco in process of manufacture, tables, moulds, labels, implements, fixtures and other paraphernalia belonging to such factory, book accounts and outstandings, and the lease and good-will of such business. The business has been established for many years, and was conducted part of the time by the late Henry H. Heert alone, and part of the time by him in partnership with others, and has been well and favorably known to the trade for many years. The chief brand of cigars manufactured by such business was the "Fifth Avenue," which had and still has a large local trade. Bona fide intending purchasers will be given full opportunity to investigate the stock, fixtures and the books of account. Address all communications to J. Kantrowitz, attorney for estate, No. 320 Broadway, New York City, Manhattan Borough, or to John Lechler, No. 110 Murray Street, New York City, Manhattan Borough. Ray H. Winsten, Moses Esberg, John Lechler, Executors.

FOR SALE OR RENT AT ATLANTA, GA.—We offer for sale a large brick structure; 4 floors 50 x 100 feet, 2 floors 55 x 122 feet and one floor 30 x 30 feet; also frame outer buildings having 10,000 square feet and occupying an acre or more of ground, the whole plant being well adapted to the manufacture of tobacco, cigars or cigarettes. Wired throughout for electricity and steam-piped throughout for heat. This location is near the city of Atlanta and ten minutes' ride on the street car. This splendid plant will be sold for $33,000 on easy terms, or will be leased for $3,000 per annum. Apply Tobacco World Corporation, 102 S. 12th St., Philadelphia.

FOR SALE—6,300 3-piece sets of labels having a very catchy name, including exclusive rights and title to same, at a very low figure. Or will take cigars in exchange. Samples on application. H. R. Daniels, 14 Beekman St., New York City.

FOR SALE OR LEASE—A machine that makes 5000 cheroots daily. Profits are greater than in fine cigars. Demand unlimited. On certain conditions we sell your output. Winget Mfg. Co., York, Pa. 2-1-h

FOR SALE—The Universal Cigar Bunch Machine improves the quality of the cigar, reduces the cost, increases capacity; makes paste work and novelty packages successfully; thousands already in use; sent on ten days' trial to responsible parties. Winget Mfg. Co., York, Pa. 7-22-tf.

FOR SALE OR RENT—A brick cigar factory near York, Pa., with all equipments; steam-heated elevator and sweatroom; 28 x 70, three stories with cemented basement. Apply Box 24, care The Tobacco World, 102 S. 12th Street, Philadelphia. 4-1-tf

Registrations concluded from page 37

LAMP BROS. BEST:—19,910.
For stogies. Registered March 29, 1910, at 9 A. M., by Lamp Bros., McKeesport, Pa.

CORRECTION.

SAMASCO:—19,821.
For cigars, cheroots, stogies, chewing and smoking tobacco. Registered March 12, 1910, at 9 A. M., by The Grill Bros. Co., Evansville, Ind. Should have been LAMASCO.

TRANSFERS.

3-20-8:—19,855.
For cigars, cigarettes and cheroots. Registered March 21, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York, has been transferred to A. B. Smith & Co., Boston, Mass.

THREE-TWENTY-EIGHT:—19,856.
For cigars, cigarettes and cheroots. Registered March 21, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York, has been transferred to A. B. Smith & Co., Boston, Mass.

CANCELLATION.

HIGH TOP:—Registered for cigars, cigarettes and cheroots, by Petre, Schmidt & Bergmann, New York, has been cancelled.

New Cigar Manufacturing Firm Organized.

The Dana-Cates-Simson Company has been incorporated in Ohio to engage in the manufacture of cigars. The capital of the company is $50,000 and the officers are W. H. Dana, of Dallas, Texas, president; J. M. Cates, Birmingham, Ala., first vice-president; D. J. Simson, Newark, O., second vice-president and treasurer, and W. L. Stanton, Newark, O., secretary. The company has purchased a factory at Ironton, O., where they will begin the manufacture of cigars May 1st. The main office will be located at Newark, Ohio. The Birmingham office will be under the management of Mr. Cates and the branch office at Dallas, Texas, will be under the direction of Mr. Dana.

James Gee, tobacco buyer for the firm of Woodlington & Gee, was drowned March 10th while fording Little River near Hopkinsville, Ky. Mr. Gee was thirty-five years old and was well known in Kentucky tobacco circles.

WANTED: Cuttings, Scraps, Siftings FOR SALE: Cigar Scraps, Clean and Sound Write for Prices
The North American Tobacco Co., 236-248 BANK STREET NEWARK, NEW JERSEY

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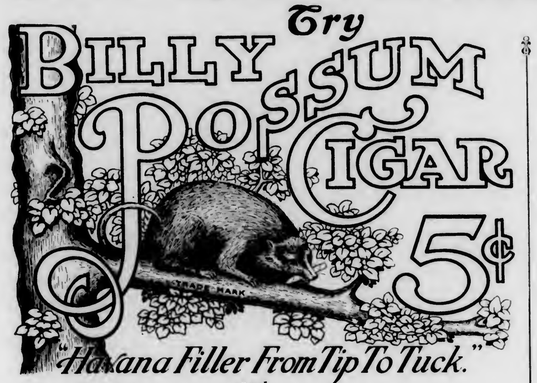

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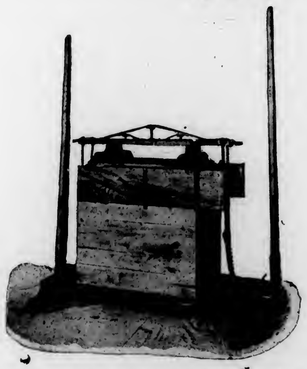

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ESTABLISHED 1881

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None Better can be Made in Cuba

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American Clubmen's Favorite Brands

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Havana

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The Tobacco World

Vol. XXX. PHILADELPHIA AND NEW YORK, APRIL 15, 1910. No. 8.

Argument on the Frishmuth Suit

American Tobacco Co., Fail to Obtain Postponement—Hearing on Demurrer April 22

POSTPONEMENT of the suit brought by Frishmuth Bros. & Company, independent tobacco manufacturers, Philadelphia, against the American Tobacco Company, having been denied, the argument on the demurrer will be heard in the U. S. Court for the Southern District of New York, on April 22nd. The American Tobacco Company desired that argument be delayed until after the decree in the case of the Government against them had been handed down, but this motion has been denied and the case will now be brought to a focus.

The tobacco trade is familiar with the circumstances leading to the suit of the Frishmuth Company for triple damages under the Sherman anti-trust law, because of the alleged manipulation of the liquorice market to the injury of the Frishmuth business. The Frishmuth claim resulting from loss by paying a too exorbitant price for liquorice amounts, approximately, to $2200, and the triple amount asked for under the law would be $6600.

This suit is similar to the one brought by the U. S. Tobacco Company, Larus & Bros. & Company, and the Weisert Bros. Tobacco Company, which suit was compromised. The Frishmuth litigation is the only one remaining.

Ex-Mayor Weaver, of the firm of Weaver & Drake, who is the Philadelphia attorney for the plaintiff, stated to the "Tobacco World" to-day that the Frishmuth suit would not be compromised under any circumstances and that they would push the case, if necessary, to the highest courts.

Turkish Tobacco High and Scarce

By Special Correspondent.

CAVALLA, Turkey, March 18th.

HAVE just returned from an extended trip throughout the villages of this province and find little of encouragement to report concerning the crop conditions. The yield of Cavalla tobacco is much more limited than last year, and although the quality is uncertain, the prices are up in the sky. Growers whom I visited are demanding advances in price averaging from 50 per cent. to over 100 per cent. and their tobacco is being taken at the higher figures, too, so they seem very independent.

The buyer for the Italian Regie is getting all the lots he can buy, and while their needs are estimated at 100,000 kilos, or over 220,000 pounds, the tobacco is not in sight.

Personally, I have bought all the good lots which I could secure, and am now waiting to see how the tobacco will turn out after treatment. One hundred thousand pounds of my best has been purchased for the account of E. A. Condax & Company, of New York.

The buyer for Schinasi Bros. has been an active factor in the market for some time, and he is securing all the lots he can obtain to cover the needs of his firm's big factory in the States.

The American Tobacco Company's resident buyer has also been busy getting all he could, so that it can be readily seen that with the short crop over here, the stiff prices which are being demanded, any cigarette manufacturers in the United States who have a good supply of Cavalla tobacco on hand have some mighty good prospects in store for them, and higher prices for cigarettes are sure to come soon.

JOHN P. VARDA.

New Lease of Life for American Tobacco Company.

Reargument of Government's Anti-Trust Suit a Temporary Victory for Defendant.

WASHINGTON, April 12.

A NEW lease of life, at least until next Winter, was granted yesterday to the American Tobacco Company, the Tobacco Trust, so-called, by the United States Supreme Court, when it redocketed for reargument next October, the suit of the Government to put the company out of business on the ground that it is a combination in restraint of trade in violation of the Sherman anti-trust law.

The company was convicted in the lower Federal courts and argument on the appeal recently was heard by the highest tribunal of the country. It was the general belief that the final decree would be handed down before the end of the Spring term of the court in May, and the simple announcement by Chief Justice Fuller, without explanation of the course taken, that the cases would be opened for argument, came as a great surprise to President Taft and the administration forces that have been lined up against the company.

The action taken yesterday by the court is generally held, by those in position to speak authoritatively, to mean that the court is divided four to three on this important case. Whether the court stood for or against the Government is, of course, purely a matter of speculation, but the report current about the Capital is that three of the justices stand for the Government's contentions and four against them. With the death of Justice Brewer and the inability of Justice Moody to participate because of illness and his connection with the case while Attorney General, the membership of the court was reduced to seven.

Lined up as the justices are, according to report, the court has no real majority, and it is presumed the court came to the conclusion that at least a majority of the full court of nine members ought to be behind a decision of so great importance to the business world.

According to the report given most credence here, the members who are against the Government in the case are Chief Justice Fuller and Associate Justices White, Holmes and Lurton, while Associate Justices Harlan, Day and McKenna stand for the conviction of the company.

This decision of the court to delay the ruling on the case left the field of speculation and conjecture as to the ultimate outcome of the case, wide open, and many were the guesses as to the effect it will have on the final ruling. The most popular guess was that the delay, if it aids any side, will redound to the benefit of the tobacco company. The announcement at least had the effect of bringing renewed confidence in the stock markets, as shown by the rise in securities, and it was freely predicted that the business interests of the country will view the next few months as holding out brighter prospects.

Another effect of the delay in the case is the placing of a tremendous responsibility on the shoulders of President Taft in the selection of a justice to take the place made vacant by the death of Justice Brewer. For on the selection that Mr. Taft will make apparently will depend whether the Government's suit for the dissolution of this big corporation is sustained or reversed. With the new member of the court rests the vote that may give to the tribunal the necessary majority of the full court for or against the company.

How American Enterprise Has Developed Porto Rican Cigars

Improvement in Crop, Methods of Manufacture and Quality of Goods Achieved in Few Years

Caguas Factory and Warehouse

Piling and Sweating Tobacco in Cayey-Caguas Warehouse

AT the time of the Spanish-American War, a hustling young American, Harrison Johnson by name, landed in San Juan and in the succeeding five or six years thoroughly mastered the tobacco and cigar making business. Very few other Americans who went down at the time of the war remain to-day on the Island. Mr. Johnson, however, is possessed of that quality of persistence that makes for success.

After various experiences with Porto Rican partners, the Cayey-Caguas Tobacco Company, a New York corporation was formed, bringing in some American business men and capital to combine with Mr. Johnson's ability and expert knowledge of the tobacco and cigar business.

The business of the company on its own brands started in 1905 when Mr. Hoisington, the president, took charge of the New York end. For the very first the company's endeavor has been to turn out a strictly high-grade proposition, honestly made, and their rapid growth and success proves the soundness of their belief that there are more people who want honest goods than faked ones.

The importance of growing their own tobacco was early recognized by this company; they began first planting on rented ground, and a little later making purchases of land found suitable for growing the best grades of leaf. Mr. Johnson, with his wide acquaintance and long experience on the Island, was able to locate the right districts for the company's plantations. First one piece of ground and then another in the Cayey and Caguas districts was bought in as opportunity offered.

The Advantage of Location.

While tobacco has been grown in many parts of Porto Rico, the superior quality of the filler raised in the Cayey district is well known to the old planters. The best plantations in this district are in the fertile valleys between the hills at an altitude of not less than 2000 feet above sea level. The trade winds blowing steadily from the northeast to reach these districts have to go over the mountains, reaching in places an altitude of 3700 feet. This brings the warm, moist air into contact with the cooler upper air and produces precipitation in the shape of rain. The fleecy clouds floating over the Cayey district drop down shower after shower, alternating with sunshine. The result is that these naturally fertile upland valleys produce the most magnificent type of tobacco.

The Cayey-Caguas Tobacco Company have found that the best wrappers are produced in the Caguas district, and have there located in the Borinquen Valley their extensive shade plantations. This valley is surrounded on all sides by hills, only reached by comparatively narrow passes, and is well watered by several streams in addition to having frequent showers as in the case of the Cayey district.

The company was particularly fortunate in securing land in these districts, as the sugar industry in Porto Rico has been making very rapid strides and the cane planters and sugar mills are buying up nearly all the available lands for their own purposes, and the tobacco acreage is being gradually cut down.

Peculiarities of the Tobacco Situation.

Very few people realize the tobacco situation in Porto Rico. In Cuba there are many good independent planters who raise tobacco for the market. In Porto Rico this is not the case to any great extent, and the manufacturers have to very largely raise their own tobacco, and those who do not have plantations of their own often have to depend on unsatisfactory lots picked up from the native planters, and in consequence frequently supplement these purchases with leaf from the United States in order to secure sufficient tobacco for their output.

The planting department is in charge of F. H. Bunker, another young American of marked ability and experience. On these plantations only selected seed is used, which is secured by marking the best plants each season and allowing them to go to seed, so that the crops each year show an improvement over the preceding one. In this way the company is steadily bettering the grade of tobacco which they produce and are especially endeavoring to grow high quality fillers and wrappers suitable to the American market.

Tobacco in Savarona Plantation, near Cayey, Porto Rico

Borinquen Plantation of Cayey-Caguas Tobacco Co., showing shade cloth over the Tobacco

The San Lorenzo Factory of the Cayey-Caguas Tobacco Co.

Modern Concrete Factories Now.

After securing their plantations the company next turned their attention to the erection of suitable buildings where the manufacturing of their cigars could be carried on under clean, sanitary conditions. Their first large concrete factory building was erected in 1906, and in 1907 their concrete tobacco warehouse. These two buildngs have enabled them to store their tobacco and keep it throughout the year in good condition in spite of the tropical heat during the dry season, and the factory is recognized on the Island as a model one as regards clean, sanitary conditions, and elicits the admiration of tourists who have visited both Cuba and Porto Rico.

In 1909 the increased business of the company required the purchase of a 200-foot concrete building in San Lorenzo as a branch factory, adding greatly to the capacity of the company in turning out cigars.

During the entire history of the company, Mr. Johnson, the vice-president and general manager in Porto Rico, has given much of his time and attention to the evolving of a thorough and careful system in all parts of the factory, as well as the plantations. The constant aim is improvement in quality and uniformity for each size or grade of cigar turned out. The company to-day produces thirty-four different sizes and shapes.

One of the most important processes is the care of the leaf after it leaves the plantations. It is first, of course, cured and dried in the tobacco sheds on the field. After this it is taken to the warehouse and piled for the fermenting or sweating process. The tobacco is piled four or five feet high with tubes running into the centre of the pile for thermometers and the temperature carefully watched. After the heat of the fermentation gets to a certain point the piles are taken down and repiled, and the process started over again. This goes on for about six weeks more or less, according to the grade of the tobacco, and this process is where the tobacco can be ruined unless the utmost care is taken. Ignorance of this important department is the cause of the inferiority of many Porto Rican cigars.

Problems of Marketing.

In the marketing of their cigars the company has followed a uniform policy of putting out only first-class goods under all their brands. The greatest care has been taken in getting up the labels and packages, especially the "Savarona," the high-grade factory label of the company. This brand met with success from the start, although no extensive advertising campaign was carried out, the policy of the company being to put the value into the goods rather than into advertising.

The cigars have been placed with first one good account and then another, and the business has grown largely on the repeat orders and on the spread of the reputation of the cigar.

While the company has not done any large amount of advertising, they have always endeavored to assist the trade in the marketing of their goods by furnishing window display material, and to-day they have the most attractive sets of window trimming material of any cigar concern in the business.

President Hoisington believes that the interests of the manufacturer and the seller are mutual and has worked with that idea in view. He has fortunately been able to gather around him an efficient office and selling force that endeavor to carry out the ideas and policy which have marked the company's success.

Rothschild Retires from Waldorf-Astoria Co.

THE sale by Harry S. Rothschild a few days since of his interests in the Waldorf-Astoria Segar Company, Ltd., led to a statement to the effect that the business had been sold in its entirety to the American Cigar Company.

At the offices of the Waldorf-Astoria Company this report was denied absolutely, and it was stated that Mr. Rothschild's interests had been purchased by George C. Boldt, and that the business of the company would be continued precisely along the lines that it had been in the past.

Merwin J. Bulkley, assistant secretary of the company, who recently underwent an operation for appendicitis, is reported as convalescing rapidly, and expects to be at his desk in about a week.

The Waldorf-Astoria Company control a number of the leading popular brands of Havana, Key West and domestic cigars, including the Magnita clear Havanas, Armas de Oro and Siegfried Key West cigars, and San Moro and Boldt's special domestic brands, and in their stores they also carry, in addition to these, a full line of the finest grades of domestic and imported cigars, as well as cigarettes and smoking tobacco.

New Seal for Cigar Cases Sent West

TO meet the new requirements of the western railroads which stipulate that all cigar cases shipped to points west of the Mississippi River shall be sealed with a metal seal instead of the old-fashioned lead, the International Seal and Knot Protector Company has devised a new type of seal. The new shipping provisions go into effect May first, and the I. S. & K. P. Company has been quick to bring out a seal which will comply with the new regulations.

Samples and full particulars can be obtained by cigar manufacturers and other shippers of cigar cases by addressing the company at 1830 West Ontario street, Philadelphia.

E. S. Matteson, with twenty-two years of experience in tobacco rearing, is writing the Greater Leavenworth Club expressing a desire to come eastward to grow cigar leaf of the finer grade.

The American Snuff Company is erecting a $20,000 tobacco refinery at Mayfield, Ky., to be done in sixty days.

WHAT THE JOBBERS ARE DOING

Nightingale Entering the Jobbing Trade.

JOSEPH T. NIGHTINGALE, a well-known former salesman of the Waldorf-Astoria Segar Co., of New York, who had been covering Brooklyn territory, has embarked in the wholesale cigar business. Offices have been secured at 72 Beaver street, and plans are now maturing for the handling of quite an assortment of high grade products.

Mr. Nightingale is the father of Billy Nightingale, also a popular representative of the Waldorf-Astoria Segar Co., and is a cigar man through and through. He has the trade's best wishes for his success.

News of Moment from Western Jobbing Circles.

The William A. Stickney Cigar Co., of Denver, has placed R. G. Beatty in charge of their Denver business. He was formerly of St. Louis.

Charles V. Harryman, of the Rothenberg & Schloss Cigar Co., Denver, has arrived in San Francisco and will spend a few weeks up and down the coast. He is a highly esteemed factor in the Rothenberg business.

In the new building of Hirschberger & Rosenthal, 915 Broadway, Kansas City, the trade there has one of the finest cigar structures in the Central West. It was planned specially to please its owners and possesses numerous features of a novel kind.

At Indianapolis the A. Kiefer Drug Co. are exploiting two Havana brands of cigars, known as the "Villa Reina" and the "Revoco," both of standard makes.

Bayuk Bros.' "Havana Ribbon" cigar is quite popular in the West, and has been made the most of by Donahue & Eaton, of Indianapolis.

Esberg-Gunst, Forty-second street and Fifth avenue, New York City, are making some vital alterations for the improved keeping of stock and for their office arrangements.

Out at Cleveland, Ohio, Morrison, Plummer & Co. will have the exclusive drug distribution of the Havana Importing Co's "Rubin" cigars. This is a Cleveland Havana cigar which has the strut and curl of the real Moro Castle article.

At Indianapolis the Compeer Cigar Co. report an active call for their nickel "Compeer," and the brand moves well through a number of able distributors.

The Gessler-McKinnon Co. are justly proud of their new factory at South Bend, Ind. The building is of concrete and is modern in construction. Their one specialty is their "Bond Quality" five-cent cigar, being of selected filler and a Havana wrapper.

At Milwaukee several changes personal of an interesting kind have taken place in leading stores. Leo Abraham & Co. have placed Mr. Epstein in charge of their Wisconsin street store and assigned Mr. Stace to the Caswell Building.

Yarh & Lange Drug Co. have added Mr. F. R. Penn, late with the A. C. Co., to their staff.

Trade on the West coast have been informed by the Hockfield Bros. Cigar Co., of Portland, Ore., that they have closed their retail department and will figure as wholesale henceforth. While this will be learned with regret by their numerous patrons, it means much to the wholesale trade of Portland.

The "Luis Martinez" brand in Perfecto B's are well sold up on the coast and customers of Henry Bercovich have been fretting because of delayed shipments.

Our Cleveland correspondent states that the Pyle & Allen Co. will still feature their wholesale business, despite the fact that they are extending in a retail way.

Mason, Ehrman & Co., Spokane, Wash., have added some important lines this year and report a good all 'round trade.

S. Bachman & Co. keep a close watch up and down the Pacific Coast and report a shortage of "Gato" cigars, for which there is always a steady demand.

The new "Nat Goodwin" nickel cigar has been added to the lines of C. S. Apte Cigar Co., of St. Louis, and report says that they will handle the Brunswick, made by J. Stahl, Jr., & Co., to sell for ten cents. The "Contract" brand of cigar, made by the U. C. Mnfs. Co., is being finely featured in their bulk windows by T. Wright & Co.

Marcelino, Perez & Co. have made Zapp-Short Co., Louisville, Ky., chief distributors for their "Revoco" cigars in all the sizes.

A revival in meerschaum pipes is reported by Rothenberg & Schloss at Kansas City.

H. D. Narrigan & Co., Philadelphia, have taken on a new line of package goods made by the North American Tobacco Co., Newark, N. J. We understand that they have placed an initial order for 50,000. The brands are "Lucky Cross," "Havana Sticks," etc., etc.

Warehouse and Salesroom of Frankel Bros.
Youngstown, Ohio

To Cut Down Tobacco Insurance

National Cigar Leaf Association Circulating Petition—War Threatened

REDUCTION in insurance rates on leaf tobacco is asked for in a huge petition being promulgated by the insurance committee of the National Cigar Leaf Tobacco Association. The petition asks that rates be restored to their former basis which was one-half of those now in force, and adds significantly:

"We hereby authorize our association's representatives to secure these rates through amiable negotiations, if possible; otherwise to proceed to secure them through such means as may be justified."

Copies of the petition will be sent broadcast to the officers of every leaf tobacco association in the country, or similar bodies affiliated with the National Association, and an effort will be made to line up every member of the trade, whether he be a leaf dealer or cigar manufacturer, to help in their warfare for more reasonable rates.

A Special "Green Goose" Drive

Frishmuth Bros. & Company have been conducting an active campaign on their "Green Goose" tobacco in Philadelphia. Twelve salesmen have been out for the past two weeks with a special proposition, offering two 10-cent packages free with each dozen of "Whittle Cuts." The retail trade has taken to the proposition with eagerness and the orders which have been booked have been enormous.

Merriam Planning Western Trip.

J. W. Merriam, of J. W. Merriam & Company, is to leave New York on April 21st for a short trip to Chicago and the Middle West. Under present calculations, he will return to the city about May 15th.

News Jottings.

At Lorraine, O., Werner & Standen have opened a new cigar shop at 319 Broadway. The new firm is composed of J. J. Werner and Charles Standen.

Roger G. Sullivan, cigar manufacturer of Manchester, N. H., is being talked of for the Republican Gubernatorial nomination.

The Metropolitan Tobacco Company has purchased a lot 80 by 93 in Jamaica, L. I., whereon they intend to erect a large warehouse.

North Attleboro, Mass., will have a cigar factory conducted by W. E. Hogan, a skilled cigarmaker, and located at the Academy Building. Mr. Hogan will make high-class cigars.

The Bentz Bros. Co., of Cleveland, O., have incorporated to make cigars. The incorporators are Benjamin, Max, Louis, Sarah and Blanche Bortz and Louis A. Perry.

In Baltimore George B. Skinner & Co. are meeting with much success in the distribution of the "La Melinda" clear Havana cigar made by M. Rodriguez & Co.

Galesburgh, Ill., has a cigar factory conducted by George E. Watson and Frank Wanamaker. They will make the "Medal" brand of cigar and warrant a rattling five-cent smoke.

The United Cigar Manufacturers have declared the regular quarterly dividend of 1½ per cent. on stock of record April 26th.

LEONARD A. COHN

New President of New York Leaf Board

Leonard Cohn Chosen to Succeed E. A. Kraussman—Delegates to Hartford Convention Elected

AT the annual meeting of the New York Leaf Tobacco Board, April 12th, Leonard Cohn, of A. Cohn & Company, was elected president to succeed E. A. Kraussman. The other officers, including Vice-president James Ertheiler, Secretary Charles Fox and Treasurer Ferdinand Cranz, were re-elected.

In the absence of President Kraussman, Secretary Fox presided and installed J. F. Cullman, Sr., as chairman. Among the important business transacted was the election of delegates to attend the convention of the Cigar Leaf Association, to be held in Hartford on May 9th and 10th, the delegates being Ferdinand Cranz, F. M. Dolbeer, G. W. Spitzner, Joseph Hoffman, Ed. Smith, Carl Wobbe, A. Cohn, Julius Lichtenstein, J. Mendelsohn, Beno Neuberger, John H. Duys and L. Schmid. The alternates were H. G. Vetterlein, M. Gershell, Isaac Meyer, Moritz Neuberger, Leonard Cohn, Julius Marqusee, Celestino Lopez, John W. Merriam, Frank Bach, A. G. Smith, Jerome Waller and Fred Frese.

Applications from these firms for membership were received and accepted: Hamburger Bros. & Company, American-Sumatra Tobacco Company, L. Friend & Company, Teodore Perez & Company, Durlach Bros., and the Cayey-Caguas Tobacco Company.

Theodore Sterne, manager of the cigar department of E. C. Hazard & Company, New York, has purchased the various brands of cigars carried by that firm and will open in business for himself under the name of Theodore Sterne & Company, at 74 Grive street, New York. This new venture will not affect Mr. Sterne's interest in the Hazard Company.

T. A. Morrison, a leading real estate man at Kansas City, Mo., has employed experienced tobacco raisers from Kentucky to aid him in his Missouri experiments. He has 200 acres of his own at Waldron, Mo., which he will plant eventually.

The "World" In New Orleans.

NEW ORLEANS, LA., March 28th.

Editors, THE TOBACCO WORLD.

GENTLEMEN: Enclosed please find $1.00 to cover our subscription. We have just received a copy of the new TOBACCO WORLD and upon examining it we are pleased to state that it is well gotten up and we must say it is very interesting. Kindly enter us on your subscription list.

Yours truly,

PEOPLES TOBACCO CO.

PROBLEMS of the RETAILER

A Retailer's Musings.

NOT long ago the writer observed in the window of a cigar store he was passing, a card upon which was inscribed the legend "Everybody smokes but the baby." It struck me as being a very simple statement and yet one which was full of truth as the great army of smokers tends to increase rather than diminish as the years go on, and the youthful aspirants to the cigarette cult have to be shepherded by the law until they reach a certain standard of legal maturity. Tobacco, unlike habits of dress, food, or other things, retains its former position practically undisturbed. It is only in the manner in which it is consumed that much variance has been shown from time to time. We might say that the present generation has seen an unprecedented increase in the use of cigarettes, notwithstanding that there has been a large amount of legislation with a view to compulsorily counteract the fast growing tendency. It might be said that Sir Walter Raleigh has had many successors as has also that famous servant of his, and there are still plenty of people ready and even eager to administer a douche of cold water figuratively if not literally, in order to extinguish the type of the smoker. A curious feature of some of the crusades which have been made and by well meaning people, too, against what they consider are abuses, is the fact that the very articles they complained of are important contributors to the revenues of our government.

It is all very well to talk heroically, but talk without action in consonance therewith is not so easy, and while some anti-tobacco cranks may be satisfied to reason that if all the money now spent for tobacco in its varied forms were saved, there would be no difficulty in meeting an extra taxation which would have to be raised to make up a deficiency which would surely be caused in the revenue of the country by the disappearance of tobacco. It is a question as to whether the money would be saved, and I believe there might be some doubt in regard to this. It seems to be that human nature is human nature about all the world over, and if it is barred from the gratification of a certain case it is very likely that doubtful instead of straightforward methods would be tried in order to obtain what human nature wants. It is noteworthily true of the man who has a mind of his own and a sufficient power of conception to exercise it intelligently, he dislikes compulsion, and if it be attempted to be applied to him he will register a vigorous kick. Obstinacy suggests not merely resistance, but it also brings into play the exercise of ingenuity for the devising of ways and means by which to evade the dictum of authority. Since taxation never was and never will become popular, it would not be very likely to appeal to the average man to be taxed for something which he does not get. On the other hand, it becomes especially distasteful to him. Particularly when he feels that no good object is being gained by enforced abstinence and pecuniary penalizing. The difficulty to enforce a law dealing with habits of men is a very real one, the success of which is usually doubtful. It will yet be found that quite a number of well disposed persons conscientiously believing in certain theories are not happy unless they are badgering legislatures in the vain hope of transforming their ideals into realities. But to-day failure of compulsion weighs not a whit with them; they must have more of the same as well as the customary backing of the bludgeon of the law.

Reflective people regard this constant striving to translate impracticable theories into equally impracticable action as a somewhat inexplicable phenomenon, but it is there all the same. We fail to see what salutary effect the multiplicity of laws and creations of new offenses under them, can have upon the community. That is a mystery. To enforce harassing enactments means the calling into being of more and more officialism, and that naturally involves a further expenditure of the people's money. It would scarcely seem like government by the people in its true sense, but rather the domination of the whole by a small but noisy aggregation.

Certainly no one would be disposed to object to the enactment of laws having as its basic object the preventing of smoking by young children. Such laws are now on the statute books of many countries, but grown men in full possession of their rational minds resent attempts which are so frequently made to deprive them of the solace of tobacco. When the whole country is taken into consideration, little real progress has been made by the anti-tobacco crank, and drop in the revenue from tobacco is probably due more largely to the pressure of other circumstances rather than the futile attacks of those who regard tobacco as an enemy of mankind, and which must be slain at all costs.

The Cost of Doing Business.

WE deem it apropos to call attention to the fact that a very serious mistake is very often made among retail dealers, when they do not know what their real earnings are on their actual investments. Usually it is because items of expense have not been so carefully looked into as they should be, and besides no percentage cost of doing business has been computed with the degree of care which this all important matter should have received.

Generally speaking items that should be considered under this expense head might be enumerated as follows: rent, clerk hire, stationery, heating, delivery, insurance, depreciation of stock, bad accounts, lighting, advertising, taxes, wages of proprietor, and interest on investment. Many retailers appear to take the stand that some of the items enumerated should hardly be included in computing the cost of doing business.

A little sound reasoning, we believe, will convince them otherwise. Heat, light, clerk hire, cost of delivery, water rent, insurance, advertising, and stationery are all items which can be figured out with very little trouble. But only too many retailers overlook the item of interest on investment. If the same amount of money or any portion of the capital which the retailer has invested in stock were to be loaned out he would naturally enough expect his interest, and so, for instance, the dealer who carries a stock of say, $5,000, should charge up as expense $300 per year, which would be equivalent to the interest upon that amount at 6 per cent. per annum. Certainly uncollectible accounts are a feature which no retailer can afford to ignore. Further than this, there is always a certain amount of depreciation in stock which will show a percentage of loss. Such depreciation represents loss of interest by excessive stock, as well as the loss of profit by the difference between the actual cost of the goods when purchased and the price at which they could be bought at the time of inventory. Loss of interest on past due accounts is also often an item which will bear scrutiny.

It would be difficult to lay out a plan that would be adequate and fitting in all cases, but every retailer should figure out for his own satisfaction the actual cost of doing business, and where this has been done, retailers have been surprised at the small percentage which their business actually showed after a correct balance sheet has been computed.

Heart to Heart Talk With Clerks.

THE men that are worth while back of retail counters to-day are the men who can show a profit. It doesn't matter so much about the list of articles he sells, as it does the kind of article he sells that will enable a profit be shown by his sales. Getting a profit is not confined to selling a few cigarettes, a plug of tobacco or a "Long Shot" cigar, yet they often head the list, to be sure. There are other things around a cigar and tobacco establishment which are salable if the clerk knows how to sell an article, and displays the right spirit in doing so. Take a good line of clear Havana cigars, a line which you know is bound to give satisfaction, and let the clerk make it his specialty to introduce them more largely, or take even a straight nickel proposition, a good domestic and Havana blend, and it can be made as profitable an article as the store possesses, for the right kind of a cigar will bring in new customers by the score, and they will buy in larger and larger quantities all the time.

But the cigar store clerk sometimes proves to be a balker, and horses don't do all the balking. A good clerk will not wait for the whip. He should remember that whatever the spirit of the management is, he should move with it. He is there for that move, and to stand pat. A balker is a nuisance. Altogether, boys, should be the spirit. Don't be old-fashioned, only where principles come in.

Two-Minute Chat With Retailers.

IT is admitted that money is a very important factor in business, but to the man of high ideals it is not the only factor by any means. There are many business men who have struggled along for years on a small capital, and one thing is certain they have generally acquired a full realization of the real value of a dollar, and may even place a greater value upon it than should be. Of course, they see so many places in their own business where a little more money would increase their profits that they naturally begin to think that it is cash alone which is responsible for the growth of their business. But is that really the fact? If cash meant invariable success, then the old proverb that "a fool and his money soon part" would no longer stand.

The facts as we see them, are that the man in business who depends purely upon his cash making his success for him, is no business man at all. He must learn to classify cash along with his stock and fixtures, and understand that it must be handled with the same degree of care as the other assets of the business are handled to cause it to make money. That is the business skill which counts for most in the long run. A man with plenty of cash can, we admit, cut a wide swath in the business world for a time, but it is only for a time, unless he also has good business ability.

"World" Appreciated in Binghamton.

BINGHAMTON, N. Y., April 4th.

THE TOBACCO WORLD,
Philadelphia.

Gentlemen:

I congratulate you on the greatly improved appearance of THE TOBACCO WORLD, which is a welcome visitor to our office. I feel that I have not quite done my duty because I did not earlier express my appreciation of your taste and enterprise.

Very truly yours,
GEO. A. KENT.

Harding & Gray, Petalooma, Cal., cigar and tobacco dealers, have dissolved and Mr. Harding has bought out his partner.

Late Retail Bulletins

The new cigar store opened by A. D. Miller at Eleventh and Sansom streets, Philadelphia, during March has met with a quick and liberal patronage. Mr. Miller is an alert merchant and has not been slow to feel the pulse of the trade in his vicinity. Just at present he is featuring his several private brands, notably the "Tabard Inn" and "Berkeley", his five-cent specials. In the ten-cent goods he is featuring the lines of "Rey De Sol" and "Artemo".

W. S. Brown, of Hamilton, O., running the Brown cigar store on High street, has bought out Hester's cigar store at Fourth and High streets, and will continue both establishments.

Mr. E. Oneto now occupies a finely fitted cigar and confectionery store at Middleboro, Mass. One whole side of the store is elegantly equipped for cigars and tobacco, his wall and counter cases being described as extra nice.

George Minor has opened a tobacco shop in the old Farnsworth store, St. Albans, Vt.

Jacob Frolich has opened one of the finest cigar emporiums in New Haven, Conn., at 37 Church street. Regensburg's, Manuel Garcia, Vegas, Gran-Humo and many other leaders figure in his stock. Mr. Frolich was one time superintendent of the New Haven Board of Charity.

August Johnson has started a cigar and confectionery business at 1401 Fourteenth avenue, Rockford, Ill. His location is a fine one.

The cigar store of the U. C. S. Co., Plainfield, N. J., in the Vendernenter Building, was somewhat damaged by fire March 30th.

James Bennett, of Dover, N. H., has finished his educational stay in Boston and becomes assistant manager to George Garland at the United Cigar Stores' local establishment in Dover.

The United Cigar Stores Company have leased 162 and 164 East One Hundred and Twenty-fifth street, New York City.

Washington, N. C., is about erecting a local tobacco warehouse, the Chamber of Commerce encouraging.

The case of the United States against the Burley Tobacco Society of Kentucky being called April 6th, at Cincinnati, a demurrer to an indictment against twelve of the growers was offered and was overruled by Judge Cochrane. These men are charged with restraint of interstate commerce, and were indictd by a special Grand Jury summoned at the instance of the Attorney-General at Washington.

I NOTICED some funny tricks pulled off during the recent strike of the street car men here in Philadelphia, and nothing was more amusing in all the various antics than the absolute defiance of the rules against smoking on the cars on the part of both the passengers and employes. I entered one of the "pay within" freaks which the Philadelphia Rapid Transit Company run on the streets and noticed one strike-breaking motorman with a short, stubby pipe, filled with the vilest tobacco, calmly puffing away while he operated the car, while at the other end the conductor was nonchalantly pulling away at a cigarette. I gently asked the conductor if he had any objection to my holding my cigar, and he said, "Fire away." It was this same crew, I understand, who, after making three runs with the car, arrived at the barn and turned in 15 cents for fares collected on the entire three trips. The superintendent of the car barn remonstrated and said to the conductor, "While we expect you to take some of the fares, we want at least 50 per cent. You are discharged. Go over to the window there and get your pay." The conductor stood abashed a moment, and finally gulped out, "Do I get paid, too?"

* * *

If the conductors on the Pennsylvania and the roads running to Atlantic City are inclined to be grouchy during the next few weeks, be charitable with them and put down the apparent ill humor to the hardships which they are now undergoing in conforming to the edict recently sent out that hereafter all employes of the road whether on rolling stock or in the offices, are prohibited from using tobacco in any shape or form during working hours. This means that the accustomed trip to the baggage car after tickets have been collected and all passengers pacified must hereafter be eleminatd and that the high-priced weeds which the travelers hand the favorite conductor and brakeman be carefully hidden until after working hours.

For many years, while smoking has been tabooed, lovers of tobacco have solaced themselves with a wee nip of fine cut, but this is specially aimed against in the recent book of rules issued by the Pennsylvania for the guidance of their men's conduct and from now on neither smoking or chewing will be permitted. The railroad officials will hold an examination of their employes on May 23rd to ascertain whether they have familiarize themselves with the contents of the little booklet containing the new "Blue Laws," as the men have dubbed it.

* * *

The blue curl of cigar smoke faded away recently on Sundays at Elkhart, Ind., by the enforcement of the Sunday Blue law. The Mayor closed the drug stores, tobacco and refreshment stands and allowed milk and ice only in cases of dire necessity. There were lots of protests, and the Mayor said it was all on account of the preachers, who said he was not enforcing the law.

A leading cigar store, having dispensed with a large full-sized mirror, explained its action as follows:

"We just had to get rid of that glass. Men are so broken up on their shapes, half of them, that they would come in to buy pipes, would inspect our stock, decide on just the wood and the amber they wanted, then stick them into their mouths and pose before our big mirror. You would see no great harm in this, said the cigar man, but all the pipe hunting would have to be done over again to find pipes which they thought suited their faces. Not a few would be content until they looked in the mirror and then they would want some other shape of pipe and finally go without buying at all."

* * *

Out at Des Moines Abe Zelser, a popular man who tries to make life one glad, sweet song, has opened large cigar and billiard parlors in the Younker Press Club building, 714 West Locust street. Mr. Zelser has sold out similar interests on the Pacific Coast in order to settle back in Des Moines, his native town.

THE ONLOOKER.

Items of Interest

The Winget Mfg. Co., of York, Pa., manufacturers of cigar molds and cigar-making machinery, filed a petition in bankruptcy on March 31st, last. A meeting of their creditors is scheduled for April 19th, at the office of J. E. Vandersloot, United States Referee in Bankruptcy, 47 East Market street, York, Pa.

The C. H. Meinhard Cigar Co. has been incorporated at St. Louis, the incorporators being C. H. Meinhard, Edwin Baur and Roland M. Hamer. The object of the company is to deal in tobacco and cigars. Capital stock, $10,000, fully paid.

On April 1st, the William A. Stickney Cigar Co., of St. Louis, are opening an additional cigar stand in the *Times* Building in that city. This is a very desirable location and will, no doubt, prove a good outlet for considerable quantities of goods handled by this well known wholesale house.

President Joyner, of the Consolidated Tobacco Co., at Greenville, N. C., visited Washington, N. C., recently to inspect the site for their proposed new tobacco warehouse which the company will erect in that city.

George E. Harrington has opened a cigar factory at Bridgeport, Conn. Mr. Harrington recently returned from a trip to Cuba, in which he visited the large factories and made arrangements for the importation of his tobaccos.

The I. N. Vaughan Tobacco Co., at Richmond, Va., proposes to enlarge its warehouse facilities in the near future.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

The announcement by the Supreme Court, on April 11th, of the decision to have the American Tobacco Co. case re-argued, must come as a distinct disappointment to everybody concerned.

Disappointment.

While it is true that such momentous questions as are involved in the contentions before the court should not be decided with undue haste, still it would appear to us that the Supreme Court of the United States should be so constituted at all times that vital questions of this character could be disposed of decisively. It seems to us that the opinion of seven members of the Supreme Court would be just as valuable as that of nine members, and the apparent responsibility which will rest upon the President in the appointing of a new member to succeed the late Justice Brewer is a burden which should not be entrusted to one man, even though he be President, just at this time.

What the tobacco industry at large and the citizens of the United States want is a decision. If the American Tobacco Co. and the Standard Oil Co. are defying the laws of the United States, they should be stopped, and stopped forthwith. If they are proceeding in a lawful manner, in justice to all concerned, the highest tribunal in the land should so decide. Procrastination never helped any case, and as for ourselves, we are thoroughly disappointed with the present unsatisfactory status.

The unsatisfactory reports received in the United States concerning the first inscriptions of Sumatra, as well as the preliminary crop reports from Cuba, all indicate the utmost negligence on the part of our tobacco land owners the world over in the treatment of their golden bearing soil. Thoughtful men of the industry, whether cigar manufacturers, tobacco growers or handlers of leaf, have for several years been prophesying the crop conditions, which, according to authoritative reports, are existent to-day, but the curious methods of leasing land to individuals for the sole purpose of raising tobacco crops thereon, which exist in many cases both in Cuba and Sumatra, result in the lessee taking everything he possibly can from the soil and giving little or nothing in return.

Filching from the Soil.

To obtain certain crops of light leaf, patent fertilizers are used in some sections, which, for the purpose of the temporary lessee, may accomplish what he wishes, but the continued use of them, it has been proven, robs the ground of its natural fertility.

It is high time that the Government of Cuba should go directly into the vitals of this question and, avoiding disputes or needless contentions, at least make some effort toward legislation which would enforce irrigation and the proper fertilization of the lands which produce so much of Cuba's wealth.

The commission appointed by President Gomez some time ago, in their report made a number of the most valuable suggestions and other recommendations which were not considered of particular worth, but in the interests of the great industry in which Cuba plays so important a part, at least the suggestions of value made by the commission should be given a fair trial.

Every leaf association in the country and leaf men who are not members of any association should look forward with keen interest to the annual convention of the National Cigar Leaf Tobacco Association, which occurs in Hartford, Conn., on May 9th and 10th.

The Age of Conference.

These gatherings of representative members of an industry are always fraught with much that redounds to the good of all. At no other period of our commercial history has so much importance been attached to the stated gathering of trade leaders in social and business conventions for the mutual discussion of perplexing problems and the outlining of policies to which individual firms could adhere without in any way restricting their personal enterprises.

We certainly congratulate the National Cigar Leaf Tobacco Association on the healthy growth which it has maintained during its twelve years of existence and hope that the Hartford convention will prove the most representative and influential function which the association has ever held.

Is the dream too Utopian to conjure up a picture of a convention, in a few years to come, which would include not only the National leaf men, but the cigar manufacturers as well?

A New Orleans newspaper correspondent, writing from New York City, attempts to tell what the inner man costs in the metropolis per annum to keep it in comfortable condition. He figures that $1,750,000,000 is eaten and drank by New Yorkers, and that $75,000,000 goes up in tobacco smoke.

The Kentucky nightriders' latest depredation is that of removing the canvas coverings from the tobacco plant beds at night time. This kills the tender plants, which arouses the wish that these night marauders could receive some well directed lots of buckshot in their own carcasses and thus end this stain on Kentucky manhood.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

United Cigar Stores Company Will Move Stock to Brooklyn.

A LEASE was concluded last week between the United Cigar Stores Company and the Bush Terminal Company whereby the United Company have leased 58,000 square feet in the model loft building No. 4, located at the foot of Thirty-fifth street, South Brooklyn, and about May 1st the stock of the United Company will be transferred from their present location at 44 West Eighteenth street, Manhattan, across to the Brooklyn side.

The United Company have for months felt the need of more room for storage of stock and other purposes, but they could not secure any additional room in the building now occupied, and hence the present change.

The new location will afford the company the very best facilities possible for the rapid and economical handling of supplies for the various stores they operate, now numbering 225 in Manhattan and 28 in Brooklyn borough. The Union freight depot and the various steamship piers which are directly adjacent to the Bush Terminal buildings will permit them to receive shipments directly from the various supply factories at a minimum of time and cost.

It is announced that general offices and premium showrooms will remain at 44 West Eighteenth street. The removal of the stock of cigars and tobacco will provide more room for the display of premiums and the show rooms will be enlarged to twice their present capacity.

A. J. Mace Will Sell La Union Manilas.

THE Eastern selling agency for the La Union Cigar factory of Manila has been placed in the hands of A. J. Mace, who is well known for his ten years' connection as office manager with Balbin Bros., the clear Havana house. Mr. Mace will also take care of the Middle West territory on these goods, and thinks highly of their future.

"La Unions" are known as the oldest grade of Manila cigars on the market, and they are special pets of the officers and men of the Army and Navy, who have done much to popularize them. The goods are also favorably known in the European and Australian markets, as well as our Pacific Coast.

They are offered in twenty sizes, and shipments are such that Mr. Mace can take care of orders for 500,000 cigars immediately. His headquarters are at 43 John St., New York.

Durlach Bros. Will Occupy New Building.

Durlach Bros., for the past ten years at 171 Front street, will remove on May 1st to 181 Water street. They will occupy the entire five-story building, the first floor being devoted to a reception room and offices, the second for shipping and the balance for stock. The building is located on the corner of Water street and Burling Slip, and affords ample light and air for every floor.

New Salesman for Ruy Suarez & Co.

THE cigar manufacturing firm of Ruy Suarez & Co. has secured the services of J. C. Krull, an old-time salesman in the clear Havana line.

Mr. Krull has had many years' experience in selling high-class goods, and with "El Planco" will no doubt score a brilliant success. His first connection in the trade was with the E. H. Gato Cigar Co., which he later severed to place the product of Gonzales, Mora & Co., and was with that firm until they were forced to close down on account of the Spanish-American War. At this time he went into business for himself in Baltimore, and four years later, at the time of the fire in that city, went on the road for F. Garcia & Bros.

Having been out of the field for fifteen months, his many friends in the trade will welcome his return.

He left on April 9th for New York State and the West.

A Sumatra Tobacco Student in New York.

Peter Hansen, manager for years past of the only English tobacco planting company on the island of Sumatra, talked interestingly in New York recently on the industry there.

Among othr things he said that over production there was seldom and that crops were kept within limits. The Javanese and Chinese till the soil, and Hansen thinks them the best of any labor to be had. The help is imported, the Sumatrans being noted for their laziness. Sumatra is bigger than Prussia, yet it has only 5,000,000 inhabitants and these get fed without much labor. Java, on the contrary, has 30,000,000 people, and they are glad to go to Sumatra to work tobacco.

The Dutch succeed in Java and Sumatra because they do not attempt to upset local conditions. Earthquakes are frequent in Sumatra and the visits of Americans increasing. Life is a grind there, and still the people indulge in tennis, horseback riding and picnics.

Sumatra well understands that she produces a beautiful wrapping leaf peculiar to her soil, and the growers of it see that they get good prices.

Fortune for Francis Leggett's Daughter.

It is announced that $5,000,000.00 in real estate, accumulated by the Francis H. Leggett & Co., wholesale grocers and distributors of cigar and tobacco products in New York, will be left intact to Mr. Leggett's twelve-year-old daughter, Miss Frances. Mr. Leggett died without leaving a will, and in accordance with the directions of the court, his widow has agreed to accept $2,000,000.00 personal property, leaving the real estate in trust for her daughter.

New York Trade Notes

The first cigar store of M. A. Gunst in New York City was opened on West Forty-second street this week. It is believed that this will be the first of a chain of stores that the Gunst interests, of San Francisco, intend to establish in the metropolis. Speaking of his plans, Mr. Gunst said: "We have not come here to set the town on fire, but to do a straight, legitimate business. We do not intend to open any more stores until this one pays. We intend to creep before we walk. We do not wish to be deemed rivals of the so-called trusts, for we shall not be."

J. D. Manton, of Manton-Govern Co., returned to New York after a very successful trip through the West. Mr. Manton is well pleased with results, having opened up several new accounts in that territory and booked some good-sized orders on the "Lauriana" and "Myriana" cigars, as well as their new brand "Mantora," which will keep their factory busy for some time to come.

Ralph Oppenheim, of Flatauer & Oppenheim, who returned to New York on April 1st, after an extended trip through the West, remained in the city only a few days. On the 10th inst. he started out again to virtually recover the same territory, and expects to be away this time about a month.

Ricardo Rodriguez, of B. Diaz & Co., imporers of Havana tobacco, 144 Water street, sailed on April 2nd for a short trip of a couple of weeks to Havana, where he will confer with his partner, B. Diaz, and also meet his son, F. Rodriguez, of F. Rodriguez y Ca. The latter has been at his factory in Havana for some time and both will return to their New York offices about April 14th.

Edward Wodiska, of Corral, Wodiska y Ca. of Tampa, Fla., spent a week in New York a fortnight ago, where he again met his old friends in the city. He came here from Chicago and continued his trip to Boston, returning to Cleveland, Chicago and the principal Western and Southwestern cities, and expects to reach their factory at Tampa the latter part of May. Mr. Wodiska reports business conditions with his house in splendid shape and is very much pleased with his results on the "Julia Marlowe" and "La Duse" cigars during the present trip.

B. Feifer, of B. Feifer & Co., who left New York in February, has now reached San Francisco. Reports from his New York office state Mr. Feifer is meeting with very good success, which is evidenced by the handsome orders they are receiving from him on the "Holland Society" and "Union Fives." He is not expected back in New York much before May 15th.

J. M. Gans, of Gans Bros., who left the city a couple of weeks ago on an extended trip covering the trade through the West and Northwest, is now on the Pacific Coast. He will be on the go for another month before returning to his New York office.

Charles M. Jacobs, of Carlos, Fernandez & Co., 42 E. 23rd street, New York, reports continued activity in the firm's big importations of Manila cigars, and says that the popularity of the goods seems to be increasing with each succeeding week.

Carlos, Fernández & Co.'s arrangements for Manila importations are unexcelled by any other concern in the country and the most satisfactory part of their business is that such houses as have bought from them have sent in repeat orders with satisfying regularity.

J. B. Henney, C. F. DeLorris and W. J. Masterson, of New York City, have incorporated as R. Morgan & Co., with a capital of $50,000, to make and deal in cigars, tobacco, pipes, etc.

Owing to the steady increase in the business, Calero & Company have been compelled to take an additional floor in their building at 70-76 Fulton street, N. Y., which they will occupy shortly after May 1st. In the rearrangement, the offices, shipping and packing room will be on the lower floor, leaving the entire present floor for manufacturing purposes only, and which will then have a capacity for 200 cigar makers. With Rio Vista in the lead, their other all-Havana brands are Rioletta, Coradina and La Calero.

M. A. Solà, of Solà e Hijo, the Porto Rican growers and packers, sailed for Porto Rico on April 9th for a genral inspection of the tobacco crop. Mr. Solà will remain there for a month or so.

During his absence his firm, as well as those of Solà, Arguelles & Company, will remove their New York offices from 171 Pearl street to 126 Water street. With the increased space in their new quarters, they will be enabled to have their general offices, shipping department and warehouse in the same building.

Oscar C. Hene, manager of the cigar department of Austin, Nichols & Co., of New York, has been much interested in "El Planco" cigar of the Ruy Suarez Co., of New York, which is made up in seventeen sizes. Upon recently visiting the factory he secured the distributing agency for the goods and some special advertising is to be done to exploit it among consumers. Both principals are to be congratulated upon the successful consummation of this arrangement.

The "Spilman" Specialties.

THE success which has met the tobacco products, manufactured by the E. Hoffman Co., Chicago, is a natural result of the policy of this house, which aims not only to sell goods to the dealers, but to sell them for them.

The specialties of this house are "Spilman's Mixture," a smoking tobacco without a bite or a regret, and the "Spilman Mixture" cigarettes. The company will be pleased to send prices and particulars to any dealer who is interested, and is open to make arrangements with agents.

A line addressed to the factory at 187 Madison street, Chicago, will receive prompt attention.

Robert E. Lane in Bankruptcy

Robert E. Lane, independent dealer in cigars and tobacco, 16 Wall street, New York, and having stands in a number of down-town office buildings, was filed into bankruptcy April 6th by Thomas & Oppenheimer, attorneys for a number of creditors. The debts are estimated at some $40,000 and assets about $20,000. Mr. Lane's stands were at 91 Broadway, two at 111 Broadway and two at 20-25 Broad street, his total rentals paid being $16,000.

Ralph Wolf, of the law firm of Hayes, Hirschfield & Wolf, 115 Broadway, has been appointed receiver. Mr. Wolf is at present directing an inventory of the stock and will be unable to announce the prospects of settlement until this is completed, which will be in about ten days.

Attorney N. S. Schector, representative of Mr. Lane, states that the indications are that the creditors will receive about 75 cents on the dollar.

Richmond Factories Busy.

Shipments of cigars, cigarettes and tobacco from Richmond, Va., during the first two weeks of April have been record breakers. There has been considerable activity in the Richmond market lately not only to supply the domestic demand, but to provide for export business, which has been unusually heavy.

Output of First Internal Revenue District.

ACCORDING to the report of the Internal Revenue Collector of the First District of Pennsylvania of the sale of revenue stamps for tobacco product the cigar business was not so bad as might have been supposed. According to these reports the production of cigars during the month of March amounted to 55,346,000. During the month of March of last year the output according to the sale of stamps amounted to 56,233,650. A comparison of these figures would show the apparent decline in the cigar trade of 887,050,000 cigars.

The cigarette industry about held its own, and at this writing cigarette manufacturers report an active demand for goods, and attribute it to an anticipation on the part of dealers that the change in the internal revenue rates, which will take effect on July 1st, will probably also cause a change in the price of goods.

In manufactured tobacco the month of March has shown a substantial gain over the corresponding period of last year. In reviewing the results, however, we should bear in mind that during a considerable portion of the month of March, this entire city was in a state of turmoil, owing to the strike of street railway company employes. It is candidly believed that had it not been for local disturbances the First District would have shown an actual gain, rather than a slight loss in volume of business done.

A New Philadelphia Concern.

ON May 1st the Gilbert Cigar Manufacturing Company, Limited, will commence the manufacture of cigars in Philadelphia at a commodious plant which they have secured at 5145 De Lancey street, West Philadelphia. Here they have a plant well adapted to cigar manufacture, with a floor space 22 x 100 feet. The members of the new firm include Messrs. A. Otis, president; J. Gilbert, vice-president; John Baker, secretary and treasurer, with whom is associated E. A. Hoffmeister, who is a veteran in the cigar business.

It is the intention of the company to put several new brands of goods on the market within a short time, and their plant and equipment augur well for the success of the venture.

The United Cigar Stores Co., of this city, have been using liberally of newspaper space lately in exploiting their Manila products, and at various prices ranging from $1.25 per box of 25 to 3-for-25 cents.

Roig & Langsdorf Increase Sales Force

IN accordance with their policy of reorganizing their sales force by putting stronger men wherever needed, Antonio Roig & Langsdorf, of Philadelphia, have recently made several important changes in their organization. This week Ernest A. Hallenbeck, sales manager, completed arrangements with Warren S. Teague, of Indianapolis, to sell the Roig lines in the Middle West. Mr. Teague will make his headquarters in Indianapolis, and travel from thence to Denver. He is no stranger in this field, having recently been a general representative for the Compeer Cigar Co., of his home city, and prior to that he was salesman for the Deisel-Wommer Co., of Lima, Ohio.

Joe Greene, who has successfully represented the Roig lines in Georgia, recently had his territory extended to include North and South Carolina. In a short time he has shown a big increase in business, and the reports from Dixie land to the Philadelphia firm have been most gratifying. Speaking of Philadelphia trade, Mr. Hallenbeck stated that the local business in the last month or so has been record breaking on their three popular grades—"Londres," "Habanero" and "Reina Marie."

Delegates to National Convention.

Julius Vetterlein, president of the Philadelphia Leaf Tobacco Board of Trade, has announced the following delegates and alternates to attend the next annual meeting of the National Cigar Leaf Tobacco Association, which will convene in Hartford, Conn., on May 9th, next:

Delegates—Chas. Hipple, Saml. Weinberg, Harry W. Bremer.

Alternates—J. S. Batroff, Saml. Grabosky, Adolph Loeb.

The delegates will leave this city on Sunday, May 8th, and may join other delegates from Western points as they pass through this city.

Still Booming 44 Cigars.

The 44 Cigar Co. advise us that during the recent trip of O. L. Myers to the West in the interest of the house he succeeded in interesting Martin Brothers, of Davenport and Waterloo, Iowa, to take the distributing agency of the 44 cigar in their territory, and that they are already meeting with much success with the goods. The house covers the States of Iowa, Southern Minnesota and a portion of South Dakota.

Philip Frank Estate In Trust.

The entire estate of Philip Frank, who died on March 22nd in this city, and who left a fortune of $200,000, is devised in trust, by his will and which was admitted to probate a few days ago. The net income is directed to be paid to the widow, Maria J. Frank, during her life. Upon her decease the principal of the trust fund is to be divided equally between Agnes P. Frank, a daughter, and Philip J. Frank, Jr., and Louis J. Frank, sons of the testator.

As stated in our last issue, Mr. Frank was the founder of the firm of Philip and John Frank, now doing business in New York.

Philadelphia Pointers

John H. Boltz, head of the firm of Boltz, Clymer & Co., left Philadelphia April 9th for Tampa to supervise the work of the erection of the new factory of this firm. It is Mr. Boltz's intention to remain in Tampa about three or four weeks.

Mahlon A. Funk and Max Lipschutz, the last named of whom is the advertising manager of the 44 Cigar Co., have lately taken Trenton by storm and literally covered that good old town with their advertising thunder. Their goods are handled in Trenton by the James F. Bruther Estate.

Geo. M. Weaver, of the old firm of Henry M. Weaver & Son, at Sixth and Race streets, informs us that although they had been in business for a period of more than fifty years, they had had one month's business this spring that far eclipsed the largest sales record ever established by the firm. They are feeling a slight depression at present, but believe it will be only short lived.

Attention has been called to the fact that in our reference to the death of H. Dolinsky, published in our last issue of THE TOBACCO WORLD, his name was given as Henry Dolinsky, whereas his real name was Harris Dolinsky. Mr. Dolinsky was, however, so well known to the members of the trade in various parts of the country that it could not have caused much confusion.

T. H. Hart & Co., Philadelphia distributors, report that business has been quite brisk in the last few weeks, showing a notable improvement in all branches. In the retail department a big window display was given this week on Manila cigars, featuring the five-cent goods of the Dos Hermanas factory. These goods are sold in 100 lots at $4.80 and the entire consignment was cleaned up in a few days. Business on "Leda" cigars, for which this firm are Eastern distributors, has been well maintained.

Mitchell, Fletcher & Co., recently had an attractive display of Nestor cigarettes in the show windows of their store at Twelfth and Chestnut streets. In the center of the display were three large photographs showing views of the factory of the Nestor Company in Cairo, Egypt. One view showed the outside of the Cairo factory, another showed a group of Egyptians piling, sorting and blending the cigarette tobacco, while the third photograph showed a well arranged room and the operatives rolling cigarettes. Grouped about this photograph were tiers and tiers of Nestor cigarettes in various sizes, and upon the whole the display was very effective.

Treasurer Edwin D. Axton, of the Axton-Fisher Tobacco Company, Louisville, Ky., was operated on for appendicitis at Louisville, April 4th. From the last accounts he was rallying all right and is believed to be out of danger.

New Law to Guarantee Porto Rico Cigars.

Each Grade To Be Stamped To Prevent Misrepresentation. Stringent Penalties Provided.

TO protect Porto Rico cigars from fraudulent misrepresentation by providing expert inspection and the issuing of guarantee stamps covering the origin of the tobacco and the conditions of manufacture, a bill has just been passed by the Executive Council or Assembly of Porto Rico.

Under the provisions of the bill, it can be put into force July 1st, of this year, but the manufacturers desire to postpone it until July 1st, 1911, in order to permit their houses to comply with the requirements of the new law.

The bill is the most radical passed by the Porto Rican lawmakers for many years and marks a long stride forward in the proper protection of the Porto Rico product, which should redound to the credit of all high grade manufacturers.

To enforce the law, three additional revenue agents and one clerk are appointed to furnish licensed cigar manufacturers with guarantee stamps to be placed on all boxes of cigars intended for export to the United States. Stamps will be used according to the various grades of the cigars, the supervision being:

First. Cigars manufactured in Porto Rico wholly from sound and clean Porto Rican tobacco in sanitary factories and by cleanly operators.

Second. Cigars manufactured in Porto Rico from Porto Rican filler tobacco and from other than Porto Rican wrapper tobacco, in like sanitary factories and by cleanly operators.

Third. Cigars, the material of which, although of Porto Rican growth in whole or in part, are manufactured in Porto Rico in sanitary factories and by the use of machines.

Fourth. Cigars manufactured in Porto Rico in sanitary factories and by cleanly operators, but from tobacco not of Porto Rican growth.

Fifth. Cigars manufactured in sanitary factories and by cleanly operators from Porto Rican wrapper tobacco and from other than Porto Rican filler tobacco.

The matter of sanitation is left under the direction of the health authorities, subject to the rules prescribed by the Departments of Health, Charities and Correction.

The scale of charges for stamps will be as follows: Boxes of 25 cigars, one-half of one cent; boxes of not more than 50, one cent; boxes of not more than 100, two cents, and boxes of not more than 500, ten cents.

In order to enforce proper supervision under the new law, every licensed manufacturer will be required to keep a book containing records of the quantity and kind of tobacco received, from whom purchased, the place of growth, the disposition in pounds, the number of cigars manufactured, etc. Failure to comply with the proper keeping of these books or the making of false entries thereon shall be considered an offense punishable by a fine of not less than $100.00 nor more than $500.00, and imprisonment of not less than two months nor more than six months. For a second and each subsequent offense, both fine and imprisonment shall be imposed.

Forgeries and counterfeiting of these guarantee stamps or the using of these stamps on cigars other than those for which they were obtained are punishable by a fine or not less than $200.00 nor more than $500.00, or impisonment or not less than one month nor more than six months, or both at the discretion of the court.

Twelve thousand dollars were appropriated for the enforcement of the new law, and before the act shall become effective the Governor shall issue a public proclamation announcing at what date it will go into effect.

If there are six millions of people living in Greater New York this would allow some $12 per head and more for each man, woman and child embraced in the population.

Silas C. Ermentrout, a well-known tobacconist at Reading, Pa., died several days ago at his home 322 Penn street, in that city. Although he had been in failing health since last Christmas, he had been confined to his bed only two weeks. Mr. Ermentrout was 63 years of age and had been a lifelong resident of that city, and for more than thirty-five years he had been engaged in the tobacco business. His store was located on the first floor of the premises at 322 Penn street.

Joseph L. Brandenstein, pioneer cigar dealer of San Francisco, and who came to California in 1850, died recently in that city at the advanced age of 82 years.

When Mr. Brandenstein first reached San Francisco, the present city was little more than a camp for miners. He soon embarked in the cigar business, which at that time was a more or less precarious venture, and nearly all the cigars reached there via Cape Horn in sailing vessels. The uncertainty of the arrival of these ships made market conditions very uncertain and frequently caused much fluctuation in prices, but it presented opportunities to the shrewd business man for the rapid accumulation of a competency. It was then that Mr. Brandenstein laid the foundation of a fortune, and many years ago he retired from business, devoting his time largely to charities. He was for years connected with the firm of A. S. Rosenbaum & Co., and at the time of his death was a prominent figure in many local organizations.

Daniel Dressner, one of the oldest cigar manufacturers of Brooklyn, and for many years of the firm of Dressner Bros., at 183 Fulton streets, died recently at his home 107 Hicks streets. Mr. Dressner had been a life-long resident of Brooklyn and was a prominent figure in Jewish circles. He is survived by a widow and two daughters.

Albert H. Platts, of the cigar manufacturing firm of A. H. Platts & Co., at Ithaca, N. Y., died unexpectedly some days ago at his home in that city. Mr. Platts was 65 years old and was widely known. He established the Platts cigar factory on East State street in 1871, and it grew steadily until it had become one of the largest in that part of the State. In 1889 the cigar manufacturing firm of A. H. Platts & Co. was formed, with Mr. Platts, Peter Crise, of Elmira, and Albert L. Niver, of Ithaca, as the partners. In 1907 Mr. Niver retired and the firm was continued under the old name by Messrs. Platts and Crise. He served the town of Ithaca as its thirty-eighth president and was always interested in public affairs. He was a genial man and his friends were without number.

Thomas E. Gerry, one of the best known tobacco growers in the Connecticut Valley, was killed on April 11th, when his automobile, in which he and his wife were riding, was struck by a passenger train at Hadley, Mass. Mr. and Mrs. Gerry were on their way to North Hampton from North Hadley when the accident occurred. Both were killed instantly. Mr. Gerry was fifty-five years old and went to Hadley, Mass., about twenty-five years ago from Boston, and until several years ago he owned about thirty acres of land and grew leaf to great success. He was a prominent figure in public affairs and served several terms as selectman.

New Line of Package Goods.

A new line of package goods manufactured by the North American Tobacco Co. is now on the market. This house began business at Newark, N. J., several months ago and after weeks of a careful study of the general conditions of the trade they seem to have come to the conclusion that notwithstanding the large number of brands already on the market there was room for more, especially if they presented an attractive appearance and possessed quality. The result is that they are now offering their cheroot products under the brands of "Lucky Cross" put up in packages of six and retail at ten cents; "Cuban Sticks," and "Teddy Sticks," put up in packages of ten each and retailed at fifteen cents per package, while their "Porto Rico Sticks" consists of packages of three each and are sold at retail for five cents. The packages of each of these brands are strikingly attractive and the factory reports that the goods are being favorably received everywhere they have been offered.

S. L. Johns Loses Suit.

A verdict in favor of the plaintiff has been rendered by the Common Pleas Court of York County, in an action brought by L. W. Pfaff, cigar manufacturer of Hanover, against S. L. Johns, leaf tobacco dealer, to recover $207.50 alleged to be owing to Pfaff for cigars delivered to the defendant.

Mr. Johns in his defense averred that the plaintiff had refused to retain certain Florida tobacco bought from the defendant and that it had caused him a loss which he sought to recover in this way. His action was overruled by the court and judgment rendered for the amount of the plaintiff's claim.

After the Burley Pooled Tobacco.

Advices from Lexington, Ky., state that it looks now as if the 1909 crop of tobacco pooled with the Burley Tobacco Society, will go chiefly to the American Tobacco Company. The price at which the tobacco will be sold is to be $18.00 per hundred pounds. Some staticians state that the American Tobacco Company had already purchased 200,000,000 pounds this season and will not need the society's crop, but other information is to the effect that the American Tobacco Company's largest purchases do not aggregate more than 150,000,000 and that they will need pooled tobacco.

Death of William Cameron

William Cameron, formerly a member of the widely known firm of Cameron & Cameron, tobacco manufacturers at Richmond, Va., died suddenly from heart failure while breakfasting at the Westmoreland Club, in Richmond, on April 5th. Mr. Cameron was associated with his brother, Alexander Cameron, Sr., and who founded the firm of Cameron & Cameron many years ago, and continued in business there until about six years ago, when they sold out to the American Tobacco Company. He came to this country from Morayshire, Scotland, many years ago, and soon after entered the tobacco trade at Richmond, founding the firm, as above stated. During the Civil War he entered the Confederate Army and rose to the rank of colonel.. His wife was a relative of General Robert E. Lee. He was a man of strong personality, shrewd in business, yet liberal at heart. He was prominently identified with financial interests at Richmond, but has not been actively engaged in the tobacco business since his firm sold out. He is an uncle of Alexander Cameron, Jr., now a member of the Surburg Company.

The Camden Cigar Co., of Bangor, Me., has moved to a new building recently purchased by this company on Elm street, that city.

Business Shows Good Gains.

Custom Receipts Heavier—Sanchez & Haya Move About May 1st—Balbin Brothers' Big Shipments.

TAMPA, FLA., April 11th.

SHIPMENTS of cigars, for the quarter ending the last day of March, show an increase of, say, 25 per cent. over the same period last year; and, with internal revenue receipts, customs receipts, etc., all in about the same boat, the outlook for 1910, as far as this city, with its great cigar industry, is concerned, is quite bright. Cigar manufacturers are a unit in declaring that their business during March showed a healthy and substantial increase over the same month in 1909. They are quite optimistic over the outlook for the summer. The tone of the advance business, they declare to be a healthy one, along normal lines.

To come to figures, the customs receipts here for March totaled $169,727.71, an increase over the same month last year of $5455.90. The increase in cigar shipments (66,015,000) for the quarter ending March 31 over the same period last year totaled 13,790,000. Internal revenue receipts for the quarter in question totaled $20,595, an increase over 1909 of $25,371.

Receipts of tobacco from Havana from March 26th to date (April 11th) totaled 2708 bales. Apart from these receipts is an invoice of ten bales of tobacco from Greece, imported by a local brokerage firm for the Greek colony of sponge fishers at Tarpon Springs.

SANCHEZ & HAYA DELAYED.

Owing to the fact that a shipment of brick for the new Sanchez & Haya factory did not correspond with the brick being used in finishing off the front of their new home, the completion of the factory, and its occupancy by its owners, will be about the last of this month. They had hoped to move into the building this week, but this will now be impossible.

The trouble in the Celestino Vega factory, which resulted in a coffee shop proprietor firing a shot at the foreman of the place, came near working itself into a strike last week. A number of the cigarmakers, not liking the new foreman, were disposed to carry grievances against him to the heads of the firm, and the matter was immediately taken in hand by the committee from the Clear Havana Cigar Manufacturers' Association and the union committee. The matter was assuming an ugly look; the association committee supported Manuel Trullis, the foreman, and the firm of Celestino Vega & Co. The committee from the union begged Mr Trullis to resign and save a strike that might become general. He did so, although he was supported by his firm and the association committee. His act called forth great praise from all interested in the industry.

Simon Gonzales, Sanchez & Haya's well-known buyer in Cuba, is expected here from the island this week. He has made some extensive filler purchases for his firm, and incidentally has been looking over the crop situation in the island closely. Mr. Gonzales' report on conditions in Cuba will be awaited with interest by the heads of the firm here.

NEW FACTORIES GROWING UP RAPIDLY.

The work on the new factory building of Samuel I. Davis & Co. is progressing nicely, the second story having been reached. The Boltz-Clymer people are making good headway with their new factory as well. In this connection, Robert Mugge, one of the well-known property owners of Tampa, is preparing to let a contract for a large three-story brick building in the immediate neighborhood of the Boltz-Clymer factory.

Balbin Brothers have been making some tremendous shipments since the first of the month. Their "Elisardo" brand is proving a steadily growing favorite. In this connection, it might not be amiss to remark that this cigar is one of the most popular in Tampa's best cafes and restaurants here, where a good cigar is no novelty and every known brand that is worth while can be had "fresh from the oven."

President Augustin Sineriz, of the Cigarmakers' International Union, who has been president of the Central Trades and Labor Assembly of this city for some time, has resigned that position. Mr. Sineriz was well liked in labor circles and among the manufacturers generally.

J. M. Martinez, of the firm of that name, left last Sunday on the *Olivette* for Cuba. He will be in Cuba some three or four weeks purchasing leaf for the factory. Mrs. Martinez accompanied him.

Manuel Sanchez, manager of Berriman Brothers, is in Cuba purchasing leaf. The March shipments of the firm went over the million mark.

The Peninsular & Occidental Steamship Company have their new summer schedule in force now, their steamers leaving here on Sundays and Thursdays. The winter schedule is four sailings the week.

GEORGE BLARDONE.

American Tobacco Company Statement on Prices.

THE American Tobacco Co., on April 5th, sent a circular letter to the trades, advising them as follows:

"TO OUR CUSTOMERS: Owing to the many inquiries we are receiving as to proposed changes in weight, or spacing, on prices of our plug and twist tobaccos, on account of the two cents per pound advance in the revenue tax, which will become effective on July 1, 1910, we beg to announce that as to many of our leading brands, including "Star," "Horse Shoe," "Spear Head," "Climax," "Planet," "Drummond Natural Leaf" and "Tinsleys," there will be no change in weight, spacing or prices.

"There may be changes made in the weight or spacing or prices of some of our brands of plug and twist tobaccos, but as to these we have arrived at no conclusion. The trade will be promptly advised when such conclusion is reached.

"No representative or employee of this company has authority to change any circular, letter or price list issued by this company.

"Very truly yours,

"(Signed) THE AMERICAN TOBACCO CO."

Exploitation of Lord Sterling Cigars.

With goods of recognized standing, backed by reputation for quality, the Enterprise Cigar Co. are extending the sale of their popular 10-cent "Lord Sterling." This cigar is hand made by expert workers in the factory of this company at Trenton, N. Y., and contains high-grade tobacco and a first-class wrapper. The Enterprise factory was founded some years ago by Charles F. McDonald, formerly of Straiton & Storms Co. Samuel Levy, who is an experienced manufacturer, represents this firm and makes frequent trips to the Cuban market for the purchase of tobacco supplies direct, and the importations are always of a high-grade quality. In addition to their "Lord Sterling," which is an especially attractive proposition for jobbers, they are pushing their five-cent grade, "Taking."

New Building of the San Telmo Cigar Manufacturing Company at Detroit, Michigan

To keep pace with their expanding business, the San Telmo Cigar Manufacturing Co. has been compelled to erect another factory at Detroit. The above illustration gives an advance view of how the new plant will appear. It will be 100 x 100 feet, four stories in height and basement, and of modern mill construction with brick walls and equipped with a complete sprinkler system. The company's main factory is located at 540-550 Forrest avenue, where 1500 hands are employed. The new branch factory, shown above, will be at Michigan avenue and 35th street. In addition the company has been maintaining a temporary factory at Michigan avenue and 31st street and conducting a school for cigarmakers where novices are trained, so as to provide a continuous supply of skilled labor and not cause any delay for lack of cigarmakers.

The officers of the San Telmo Cigar Manufacturing Company are as follows: President and manager, Oscar Rosenberg; vice-president and general superintendent, Richard Helms; secretary, E. J. Newell, and treasurer, Herbert Weil.

Cigar Trade at Detroit Booming.

Some Factories Hard Pressed to Make Deliveries—Retail Notes.

DETROIT, April 11, 1910.

ALTHOUGH twenty counties went "dry" in the recent spring elections, Detroit and Michigan tobacco manufacturers are not discouraged over the outlook. Local factories are running full and the only difficulty seems to be in getting sufficient help to turn out the goods fast enough. Instead of decreasing with Spring, trade has increased and, if orders on file are an indication, will continue to increase for some months. Wholesalers and retailers also declare there is a good trade and the outlook is for a banner year.

Enough nitroglycerine to blow up a battleship was used by safe crackers in an attempt to rob the safe in William Tegge's cigar factory, 937-9 Dubois street, recently. The charge, however, made such a noise that the would-be burglars were frightened away and $1100, in checks and currency, remained in the safe. The factory was badly wrecked by the explosion, the steel door of the safe flying through a window, taking casing, sash and all. Other doors and windows were blown out, the damage amounting to about $500. Three suspects, George Stone, Mickey Welch and William Gallagher, were arrested, charged with the crime. When arrested, a business billhead belonging to Mr. Tegge was found, and it is said by the police Stone was never employed at the Tegge factory.

C. J. Holton, Detroit, tobacco dealer, recently caught a string of several hundred perch in a few hours' fishing.

Thieves recently entered Thomas Dick's store, on Cadillac Square, and stole a quantity of cigars and also $24 in cash.

M. Driefus, who conducts a cigar store at 502 Gratior avenue, complained to the police that his place of business was entered and a quantity of cigars and tobacco stolen.

The Big Rapids Board of Trade, in which tobacco merchants in the district are interested, is after better railroad facilities.

F. D. Hilbert, who covered the Grand Rapids district for five years for the American Tobacco Company, will cover Ohio and Michigan for the United States Tobacco Company, of Richmond, Va. He will personally look after the Michigan trade and supervise the work of four men in Ohio.

Lansing is about to lose the Barrett & Scully cigar factory on account of local option. The firm operates a factory in Ionia and when the county went dry a year ago moved part of the factory to Lansing. Now that Ingham is dry the company intends moving to Grand Rapids or Detroit.

George A. Rysdale has taken a five-year lease of the large storeroom in the Hawkins Block in Grand Rapids and will conduct a wholesale cigar and candy business. Mr. Rysdale will continue his retail business.

A. H. Reeder, president of the Miami Leaf Tobacco Co., of Dayton, Ohio, and also the Krohm Tobacco Co., of North Bloomfield, Conn., has purchased a beautiful home at Dayton, Ohio. The house is known as the "Kumler Mansion" and is located on Lexington avenue in a fashionable district. It was bought from Hugh M. Wilson.

C. B. Henschel Company Doubles Capital.

Milwaukee Cigar Box Manufacturers Expand—Other Changes of Interest.

MILWAUKEE, Wisc., April 11th.

THIS city is the first of any size in the United States to elect a Social Democratic Mayor by a plurality of over seven thousand. Mayor-elect Emil Seidel assured the business interests of this city that there will be no upheaval and that he hopes to give Milwaukee a clean administration.

William R. Beitz Company, leaf dealers, will shortly discontinue business. Mr. Beitz has become interested in the National Leather Goods Company.

Jaun Arocena has purchased the Jaun Amigo factory of Antonio Saurez and will continue the business under the firm name of Arocena & Company. He will manufacture the Flor de Ane Cora.

C. B. Henschel Manufacturing Company, cigarbox makers of this city, filed an amendment increasing their capital stock from $100,000 to $200,000. Robert G. Hayssen, vice-president of the firm, stated that they expect to increase their capacity. Other officers of the firm are: Chas. B. Henschel, president; Barney E. Henschel, secretary, and Miss Emma Henschel, treasurer.

The cigar manufacturing firm of H. & E. Kerns, has been changed to Kerns, Kimball Company. Mr. Kimball was formerly associated with E. M. Schwarz Company. The firm report a good business on their Corazo clear Havana goods. This cigar is being placed in the Northwest with good success.

Retail trade in Milwaukee has been very good. Collections have also improved considerably. Country trade has not been so good.

Steve Surman & Company have been featuring the Plentius Cigar. They have met with good success in placing this cigar about town.

The Wells Building store of Fay Lewis & Bro. Company have a novel display showing a Cuban cigarmaker manufacturing Harvester cigars. The sale on this brand has been fairly good in consequence of this advertising. Harry Conley has resigned as clerk at this store. The Pabst Building store are displaying Fay Lewis's Club House and also the Tom Moore and Little Tom.

The Abraham stores report a good business. Norman Epstein, formerly at the Caswell Block, has been transferred to 83 Wisconsin street, while J. H. Stace has moved to the Caswell Block store. The latter, however, will shortly sever his connection with the firm to accept a road position traveling in South Dakota. Floyd Byron, formerly with the Fay Lewis stores, is now connected with the Majestic Building store of Abraham & Company. Mr. Leo Abraham, who has been sojourning at Hot Springs, will return about the fifteenth of the month.

The Wright Drug Company have been featuring the Little Bobby cigar and report a good business. Dadds Drug Store are displaying the Masterpiece, while Spiegel has been devoting the cigar window to Calabash pipes.

John Highlan reports a good business, while Art Meister is also doing his share. The Equity cigar has been given the benefit of a window display at the latter's store.

Allanson, who is enjoying brisk trades, has an attractive window, featuring the Aragona.

Drexler & Jenneches report a good business. The High Sovereign was recently added. Their 187, which they named their own brand, is proving quite popular, and beside the man in the window they have added several cigarmakers.

The jobbing trade report a gradually increasing business. Tindall, Colbe & McDowell Company, jobbers of the Grace Kimball, have taken on the Corazo of the Kerns-Kimball Company.

Among the trade visitors were Lewis Glen and Mr. Tripp, with Berriman Bros., and Mr. Daily, of the Merchants Tobacco Company.

Christ Meyer has engaged in the manufacture of cigars at Two Rivers, Wisconsin.

Among the visitors in the leaf market, were W. L. R. Crump, of Chicago; Chas. E. Rockel, of the Rockel Leaf Tobacco Company, St. Louis; Walter Schloss, of the United Cigar Manufacturers Company. Wm. S. Brill has returned from a brief visit to New York City.

Warehouse handling is dragging owing to the scarcity of help. A steady absorption of the '09 crop is still going on and will probably continue until the country districts are cleaned up. The bulk of sales remains at about the 7c. mark. Early spring indications still prevail and growers have commenced laying out the seed beds for the new crop.

Trade Conditions in the Great Central Market.

Jobbers Seeking Direct Connections With the Factories—Personal Notes of Interest.

CHICAGO, April 12, 1910.

THE cigar and tobacco business continued generally good during the first half of April. The leaf tobacco dealers report things very fair, and the retailers in all parts of the city feel a general increase in business.

Chicago has had an unusually early Spring this year, and consequently all lines of business seem to be a little in advance of last year.

A rather peculiar condition of affairs exists here as regards the clear Havana cigar business. Nearly every factory of any consequence in the United States expects and aims at getting a nice business out of Chicago. They figure that its being the "Great Central Market" makes it a good point to popularize a brand. They come here and hunt for the jobber for their line, and they go away disappointed in a great many instances, or they place their line with a jobber. The average jobber has anywhere from five to twenty clear Havana lines. He does a little with each line, and does not set the world on fire with any of them. The manufacturer soon becomes dissatisfied, and finally places a salesman in the city, who takes orders for factory shipments at almost as low a price as the jobber had to pay for the goods. The ultimate result of doing business on such a basis is apparent. The jobber cuts his various brands to meet the factory prices, and then complains about small profits.

On account of this condition of affairs many jobbers are connecting themselves with factories.

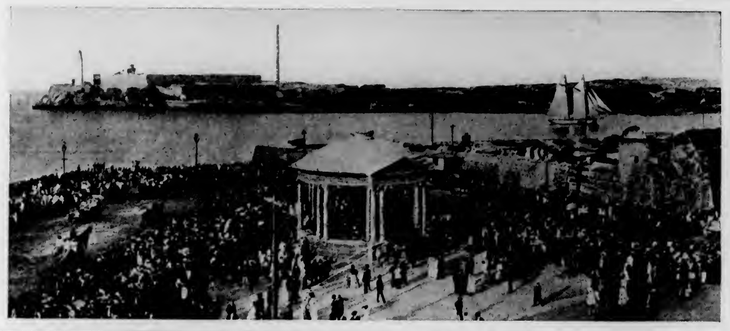
The E. Hoffman Company are complaining because they cannot get enough of the New Bachelors to supply the trade. T. J. Dunn & Company, makers of this brand, are building a new factory, which will be ready in about sixty days.

Mrs. Couthoui, of Auditorium fame, has leased the cigar privileges in the new Peoples Gas Light & Coke Building for $5000 a year.

C. Jevne & Company added the famous Charles the Great to their lines of fine Havanas. Some of the lines they are featuring are Webster, Los Reyes de España, Sir Edwin Arnold, Starlight Bros., Rosa de Paris, and Brunswick, and in the imported lines they are especially pushing the Fernandez Garcia, Lo Mejor, Romeo and Juliet, and Partagas. They are also building a new vault with a capacity of 1,500,000 cigars.

Aaron Strause, of Celestino Vega & Company, has recently returned with his wife from an extensive Coast trip.

H. Jevne and wife, of H. Jevne & Company, Los Angeles, California, passed through Chicago last week on their way East. He expects to spend his Summer in Europe.



The Cuban Market

From Our
Exclusive Bureau
36 Zulueta
Havana, Cuba.

HAVANA, April, 8th, 1910.

BUSINESS for the past fortnight has been very quiet, and only a few Northern buyers have come here. While stocks in first hands are no longer ample, there are, however, enough acceptable Vegas to be found in our market, which should tempt manufacturers and dealers to come here, particularly as the outlook for the coming crop is by no means favorable. That prices for choice new goods will be higher, seems also a foregone conclusion, and if our packers and dealers were speculators, they would hold on to their good old Vegas and not offer them for sale; but fortunately for the American buyers, they operate upon a different basis, and in order to see their money back they are still willing to close them out at the current market rates.

This is a great advantage to the Northern people and they ought not to let this oportunity slip, as by waiting too long they might miss their chances to still come in on the ground floor. Even if manufacturers in the United States are not buying very freely just now and have adopted a policy of buying mostly from "hand to mouth", the shrewd, wide-awake dealer is usually laying in stocks when prices are moderate and he can pick at his leisure without being followed by a crowd of competitors.

There is no longer any heavy shrinkage in weight, and the tobacco is now thoroughly cured, and he can afford to wait for the coming demand, for the same is bound to come this summer. The barometer of trade (the iron and steel industry) marks good business for the next eight months to come, particularly if the cereal crop in the United States should turn out well again.

Speaking about our stocks they refer, however, to "Vueltas" and "Remedios", as "Partidos". Wrappers have all been sold, and we will not have any more until the 1910 crop comes in. As fas as the new crop is concerned reports show no improvement over the previous ones, although there is no doubt that we have to be prepared to see a smaller volume. How the tobacco may finally turn out after it has been piled and gone through the sweat, it is impossible to tell with any accuracy at this time. The dry weather continues, and the tobacco is still hanging upon the poles and cannot be touched until the rainy season commences in earnest. Some good judges have stated, that in their opinion, there may be only a few "Seco" styles, as, in the majority the types will be of the "Fino" quality. What this means, the clear Havana cigar manufacturers know best.

Sales during the past fortnight only totaled 2,361 bales, which according to divisions comprise, "Vuelta Abajo" and "Semi-Vuelta" 1,413, and "Remedios" 948 bales.

Buyers were: Americans, 1,627; exporters for Europe, 361, and our local cigar and cigarette makers, 373 bales.

Exports of leaf tobacco from the port of Havana from March 21st to April 2nd, inclusive, were:

To all ports of the United States	7,394	Bales
" " " " Europe	361	"
" " " " Buenos Ayres	329	"
Total	8,084	Bales

BUYERS WHO COME AND GO.

Arrivals—Ramon Rey, of Rey, Straus & Co., Tampa.
M. Fernandez, of Ron, Fernandez & Co., Tampa.
Manel Sanchez, Berriman Bros., Tampa.
H. E. Spillman, Cincinnati, Ohio.
Jacob Rosenstadt, Rosenstadt & Jacobs, New York.
Morris Prochaska, of M. Prochaska & Co., New York.
Henry I. Wertheimer, of Jacob Stahl & Co., New York.
Jacob Stahl, Jr., of Jacob Stahl & Co., New York.
Aleck Goldschmidt, of A Blumleim & Co., New York.
B. Spector, of Spector Bros., Chicago.

Returned—George Wyatt, of Sylvester & Stern, Havana.

Departures—F. E. Fonseca, Jacob Stahl, Jr., Henry I. Wertheimer, Mark A. Pollack, H. H. Strater, New York. Celestino Corrall, fo. Tampa.

SLUMP IN ORDERS NOTED.

Havana cigar manufacturers, with very few exceptions, continue to suffer from lack of orders. This is the off season of the year, and under ordinary normal circumstances there is never enough work for all of our cigarmakers. The expert good workers are always retained, while the less skilfull ones have to shift for themselves as best they can.

Our Congress, which is in session since the 4th of April, seems at last to be awake to the necessity of helping our cigar industry, by urging the making of special treaties in its favor. It is hoped that the United States may also grant a reduction of the duties on cigars. As the majority of the Americans, as well as the Cubans, do not wish for any annexation yet, a more liberal treaty than the present reciprocity one is thought to be in order.

The following figures, taken from official Custom House returns, show the exports of cigars from the port of Havana from January 1st to March 15th, 1910, and 1909, in comparison, viz.:

From Jan. 1st to March 15th, 1909,	36,476,741 Cigars
From Jan. 1st to March 15th, 1910,	28,186,057 "
Decrease in 1910,	8,290,684 "

"H. Upmann & Co." are busy, as they fortunately have a large stock of leaf, and never seem to lack orders from one country or the other, besides shipping millions of cigars yearly from the other independent factories through their commission branch.

"Sol" manages to keep its present force of cigarmakers busy. Behrens & Co. have also an excellent stock of leaf tobacco, they are making good cigars that please the smokers, and Max Schatz, their United States representative, is a hustler.

"La Diligencia" is holding its own, and while Don Bernardo Moreda, the owner, is at present taking the baths at San Diego de los Baños, he has good assistants during his absence of three weeks only, so the factory is marching along in its even tenor.

"Por Larrañga" is also one of the factories that has no reason to complain, as orders are coming in regularly in good quantities and high priced sizes are called for to a large extent.

"Henry Clay, and Bock & Co." report a very fair business, although they, like the independents, are not shipping as many cigars as in the past.

"El Credito" factory is turning out a very fine article, and while its reputation is yet to be established, still, as the owners are making good cigars, it will not be long before they are hustling other leaders in the cigar industry for fifth or sixth place. They have already made a good campaign and have gained foothold especially in such places as Philadelphia, Baltimore and New York.

Negotiations with the heirs of Antonio Caruncho, of the famous "La Intimidad" factory, carried on by Don Pepin Rodriguez, have resulted in nothing so far. The rental of $19,000 per year and an option at the price of $250,000 offered at the end of the contract period were rejected. It is said, that Don Fernando Fueya is now trying to rent the factory on his own account.

Other busy factories are "Romeo y Julieta", "Redencio", "Flor de P. A. Estanillo", "Viuda de José Gener", "Partagas", "Carlos E. Beck & Co.", and "Charles Blasco", of O'Reilly 6.

BUYING AND SELLING, AND OTHER NOTES OF INTEREST.

Sobrinos de A. Gonzales were the biggest sellers again, as they disposed of 746 bales of "Vuelta Abajo" and "Remedios" to their various customers.

F. E. Fonseca during his stay in town secured close on to 600 bales of the choicest Vegas from the Vuelta Abajo both for his local factory as well as for his New York one.

Cardenas & Co. sold 424 bales of "Vuelta Abajo" and "Remedios"; their reconstructed building presents a fine, solid front, their office is sumptuous looking, all in mahogany, and their warehouse capacity is increased through between decks, so that they can now take care of some 5,000 bales on a pinch. Don Fernando and Don Nicolas Cardenas are well liked by the farmers and their American customers, so that they ought to have a bright future before them.

Celestino Corral was a liberal buyer of choice factory Vegas for Corral, Wodiska & Co., of Tampa, just previous to his leaving for Tampa on his vacation.

Perez & Obeso closed out some 200 bales of "Vuelta Abajo". Manuel Suarez, or "El Grillo", as he is called by his friends, was a buyer of several hundred bales for his customers.

Other sellers were: Puento, Granda & Co., A. M. Calzada & Co., Fernando Fernandez y Hno, Miguel V. Perez, José F. Rocha, Rz. Bautista Co. and H. H. Strater.

Several of our commission merchants who bought on orders for their customers were: Leslie Pantin, Charles Blasco and Mark A. Pollack.

George Wyatt, attorney for Sylvester & Stern, returned from his vacation in Canada in the best of health and spirits.

The principal shippers during the past fortnight were: Sylvester & Stern, Leslie Pantin, I. Bernheim & Sons, H. Upmann, Mark A. Pollack, Charles Blasco, M. V. Perez, Ernest Ellinger and Cardenas & Co.

Receipts of tobacco from the country:

For Fortnight Ending April 2, 1910.			Since Jan. 1, 1910.
2,515	Bales,	Vuelta Abajo	17,810 Bales
		Semi Vuelta Abajo	192 "
48	"	Partido	582 "
447	"	Remedios	2,724 "
9	"	Santiago de Cuba	798 "
3,019	Bales		22,106 Bales

ORETANIV.

Continued Demand for Tobacco Extract.

Consular reports confirm the rapid expansion abroad of the use of tobacco extract in particular enterprises; also that the Kentucky weed yields an extract of superior quality. We treated of tobacco extract in a few issues since, but it is interesting to observe how wide the consumption of the extract promises to extend. It really means another important outlet for certain grades of the weed. The use of the extract relates, as stated, to the destruction of moths and vegetable pests of pretty near all descriptions, caterpillars included. Our Consul's report is responsible for the following:

WHERE THE EXTRACT IS OBTAINED.

Tobacco extract is obtained by the treatment of strong varieties of leaf tobacco, such as are harvested in Kentucky and Virginia, with hot water and dye. Kentucky tobacco is said to contain a higher percentage of nicotine than any other, frequently as much as 12 and 13 per cent. and such varieties are, therefore, regarded here as unfit for direct consumption, and fit for the manufacture of cigars only when mixed with a proper proportion of very light tobacco. Thus the Austrian tobacco monopoly manufactures what are called Virginia cigars, in which the proportion of nicotine is reduced to 8 per cent. by the withdrawal from the natural leaf of from 2 to 4 per cent. All grades of tobacco with a high content of nicotine are valuable for the manufacturers of the extract, which is obtained by cooking the leaves in hot water and in combination with lye. The extract is produced with difficulty, as pure nicotine volatilizes easily and must be accumulated in a vacuum.

Moss Brands Keeping Factory Busy.

Notwithstanding the reports of the dull condition of the cigar trade, the S. R. Moss Cigar Co., of Lancaster, Pa., has been kept exceedingly busy on the "Flor de Moss", Havana goods, and on all their high-grade nickel goods; in fact, their factory has been working to the fullest capacity, and it has been necessary for some time to do night work. This firm has been preparing to put on the market a clear Havana filled cigar for five cents, called "El Mosico", which will be the best ever offered, and already several large orders of 100,000 lots for this cigar have been received, even before the label was completed. Everything is now ready for launching this cigar, and the orders on file will be speedily rushed to completion.

Mr. Ryan for the United States Senate.

The suggestion of Mr. Thomas Fortune Ryan's name to succeed Senator Daniels as United States Senator from Virginia, should meet with widespread approval throughout business and financial circles in the United States.

Mr. Ryan is a man of such commanding intellect and of such eminent success as a financier and captain of industry, that his presence in the United States Senate could not but result in legislation which would be helpful to the country, imparting stability to business and soundness in fiscal legislation.

Richmond Plans a Tobacco Exhibit.

A tobacco exposition is being talked about for Richmond, Va., at which will be shown the various grades of tobacco indigenous to the Southern States. Colonel G. E. Webb, of Winston-Salem, N. C., is taking the matter up and the project is well worth consummating. In fact, an exhibit at Richmond of all Southern tobaccos would prove impressive and highly instructive.

Key West Business Gaining.

Contract for Fleitas Factory Awarded—Gato to Donate Public Park—Ruy Lopez Factory Progressing.

KEY WEST, Fla., April 9, 1910.

EACH week shows a decided increase in the cigar business in this city. The gain is not spasmodic and it is not large but a resume of the situation shows without a doubt that the improvement is gradual and solid.

The indications are that practically all of the factories will be working with nearly full force by the end of the month. Some have taken on a few men the past week and others will increase to a great extent in the next two weks.

The Florida East Coast extension work is being pushed to completion. The building of this railroad is looked forward to by everybody, particularly the manufacturers, as the operation of trains to Key West will great facilitate the shipping of cigars to market. The work of concreting on Boca Chica will commence in a short time and a construction engine is being fitted out for shipment to Key West. These are the two most important pieces of news in connection with the railroad, as it brings the scene of operations to this end of the line and kills all ideas and rumors that the final terminus of the railroad will be at Knights Key instead of Key West.

There has been some talk of establishing a box factory here. Henry H. Sheip, of Henry H. Sheip & Co., box manufacturers of Philadelphia, looked the situation over while here. While nothing definite was done at the time, the matter is under consideration and may possibly develop into the establishment of that kind in the near future.

The contract for the new S. & F. Fleitas factory was let last week to D. B. Walker, a local contractor, and work will be commenced in a few days on the construction of the building. The actual signing of the contract was good news to Key West, as it assures the permanent location of that firm in the city. The Fleitas Homerica brands have done much to establish and maintain the excellent reputation of Key West made cigars. Mr. Francisco Fleitas left Sunday for Havana to purchase tobacco.

The indications are that the city will arrange to purchase a large tract of land from Mr. E. H. Gato and will use the tract for a public park. A meeting of committees from the City Council and Commercial Club was held last week and Dr. J. B. Maloney, president of the club, was appointed a committee of one to go to Havana and place the plan before Mr. Gato. If the deal goes through, Mr. Gato will build a large factory, which will cost $80,000 and will be one of the largest and best appointed buildings of its kind in the country.

In the next two or three days the Gato Company will increase the force by 200 cigarmakers. They are now working a great many men, but the increase in orders compels them to take on more men in order to keep up.

Ross C. Sawyer, of the office force of the E. H. Gato Company, was married on Tuesday to Sallie W. Alvarez, daughter of Judge Ramon Alvarez, of the Custom House. The wedding was quiet, owing to a recent bereavement in the Alvarez family. After the wedding the couple left for Havana, and will make a tour through the interior of Cuba.

James R. Curry, head of the Gato office force, is a candidate for re-election on the Board of County Commissioners. Mr. Curry has been a member of the board for eighteen years, twelve of which he has been chairman. His re-election to this important office is practically assured, as he has been a most efficient officer and has an enviable record. He has presided over the meetings of the body in a highly intelligent manner.

A. Aurelio Torres, president of the Principe de Golfo factory, left last Saturday night for Savannah and other points through the South. Mr. Torres leaves on business and will be gone about ten days.

The Ferdinand Hirsch factory is gradually increasing the force. Manager Arnold is putting out a very fine grade of goods this year, and orders are coming in correspondingly.

Work on the handsome new Ruy Lopez factory is going on apace. The foundations have been laid and the water tank has been completed. A large number of the concrete blocks have been completed and more are being made every day. President Wardlow is anxious to get into the new building, and as evidence of the necessity of the move, orders for 250,000 cigars were received by this firm in four days last week. It is very difficult for this firm to handle the orders, working as they are at present, in quarters which are not large enough. They are delivering the goods, but it keeps all hands hustling.

Walter J. Lightbourn, of the Cortez factory, will leave for Havana in a few days. Mr. Lightbourn will probably be away for some time. Business is good in the factory where they make the cigars for "Men of brains." They will increase the force gradually.

Ygnacio Castaneda, the well-known leaf dealer of Havana, stopped in Key West for a few hours last week. Mr. Castaneda was accompanied by his family and was en route from Tampa to Havana.

R. Fernandez, of the Fernandez Havana Cigar Company, is now in the Middle West on the last end of his trip to the Pacific Coast. He reports good business, and activity at the factory warrants this statement.

J. W. Gregory, one of the first manufacturers of cigars in Key West, left for his home in New Orleans after spending a few weeks in this city.

D. G. Reid, representing the cigarette department of the American Tobacco Company, was in the city last week. Mr. Reid is pushing Old Mill cigarettes.

Mrs. Judith Wardlow, mother of President Wardlow, of the Ruy Lopez Company, left last week for her home in Columbus, Ohio, after spending several weeks visiting Mr. Wardlow.

S. R. Baldwin, of the Rosemead Tobacco Company, which sells Florida Sumatra wrappers, made a flying trip to Key West last week.

Orders continue to come in in increased quantities at the Martinez-Havana Company. This firm will also increase the force in a few days. They have taken on a number of makers in the last few days, but have not enough to supply the demand. The work on the new factory is progressing rapidly and it is expected that they will be able to occupy it in three or four weeks. The building will be a handsome one and will doubtless withstand the elements for many years.

Imports.	Bales.
Havana-American	392
Cortez Cigar Co.	82
E. H. Gato Cigar Co.	55
Ferdinand Hirsch	64
Martinez-Havana	41
R. Fernandez Havana Cigar Co.	4
M. J. Castro & Co.	3
Total	641

Withdrawals from bonded warehouse, 392 bales.

N. B. RHOADS.

Cincinnati Scintillation.

Trade a Little Tardy—New Goods Being Exploited.

CINCINNATI, April 12th.

THE returns of the Internal Revenue Department of the sale of stamps during the month of March indicate that there was a considerable falling off in the production of goods. The output of cigars in this district during that month was 17,659,100. During the corresponding period of last year, the production amounted to 18,681,000, a decrease of over one million. In manufactured tobacco the production for March of this year amounted to 3,760,790 pounds, while during March of 1909 the production was 3,825,575 pounds. It is, therefore, shown that this branch of the industry also suffered a loss of decrease in business to the extent of 60,000 pounds as compared with the corresponding month of last year. A corresponding decrease is also shown in the output of little cigars. In the production of cigarettes there is very little done in this district, and of snuff there was none at all manufactured during March.

All branches of the trade have suffered from a depression, and jobbers also report that the volume of their business has been most visibly affected.

It has been learned here that John J. Johnson, formerly in the cigar brokerage business in this city, but who later had removed to St. Louis, died at his home there last Wednesday week. Mr. Johnson was 58 years of age. He was born in Kenton County, Ky., and for some time was engaged in the cigar brokerage business with his brother, W. A. Johnson, formerly Mayor of Covington, Ky.

The "Moose Bulletin" is the name of a house organ that is being issued by the J. B. Moose Co., and is probably the only such instance in this city. It is, however, becoming a welcome visitor to a number of retailers whom it is intended to especially interest.

Stephen Herz, representing Bustillo Bros. & Diaz, of New York and Tampa, was circulating about town recently and it is stated that he picked up a goodly number of orders among Cincinnati houses, several of whom are having a good run on the B. B. & D. product.

John C. Davis, 412 Vine street, has been featuring Manila cigars and cheroots, and is meeting with considerable success in his products.

Cigar manufacturer, Peter Ibold, has secured the services of Gus Schuct, who was formerly a salesman with Charles N. Krohn & Co.. Mr. Schuct will take charge of the sales forces in this city and his large acquaintance about town will no doubt enable him to show a very satisfactory increase in the volume of business of his house.

Sam Smith, representing Pent Bros., manufacturers of the "Tahoma" brand of nickel cigars in Philadelphia, has been recently visiting the Cincinnati trade and succeeded in introducing the goods more widely in the Queen city.

W. B. McBurney, representing Garcia, Pando & Co., clear Havana manufacturers of New York and Tampa, is among the latest arrivals in town.

Henry H. Stadeke, representing the Manila Import Co., whose United States headquarters are in Chicago, was also a recent visitor in this city.

W. D. Manton, of the Manton, Govern Co., of New York, stopped off in Cincinnati last week to further exploit their "Myranna" brand of Porto Rico cigars.

Dubuque, Iowa, has a new cigar factory, of which Jack J. Eisenman is the proprietor. He will employ thirty people at once and expects to swell his business rapidly. There are twelve hundred people employed at Davenport, Iowa, in cigar making and Dubuque intends to have a bite itself of this trade. Mr. Eisenman will make the Marathon Club, a five cent cigar; also the Lord Kenmore, an all Havana ten cent cigar.

Size of Packages Prescribed.

There are many and various provisions in the Act regulating the importing of tobacco into Canada and these rules are vital to American exporters if they would avoid trouble with their shipments. We cannot quote all of the pamphlet, but the following clause as to packages had best be cut out and pasted:

"Manufactured tobacco can be imported into Canada, as stated in above named act, only in the following named packages, viz:

"(*a*) All cavendish, plug and twist tobacco, in rectangular wooden boxes, except as hereafter provided, containing from one to twenty-five pounds, inclusive, from thirty-five to forty-five pounds, inclusive, from sixty to eighty pounds, inclusive, or from 100 to 110 pounds, inclusive.

"(*b*) All fine-cut chewing tobacco, and all other kinds of tobacco not otherwise provided for, in packages containing one-twentieth, one-sixteenth, one-fifteenth, one-fourteenth, one-thirteenth, one-twelfth, one-eleventh, one-tenth, one-ninth, one-eighth, one-seventh, one-sixth, one-fifth, one-fourth, one-third or one-half of one pound, or one pound; except that fine-cut chewing tobacco, when of a quality and description identical with a sealed sample approved by departmental regulation in that behalf, and deposited in the office of the collector of the division in which any such tobacco is imported, may, at the option of the importer, be put in wooden packages containing five or ten pounds each."

Progress of Killheffer's Eureka Factory.

With its list of over three hundred active accounts among wholesale dealers and jobbers, the Eureka cigar factory of A. D. Killheffer, at Millersville, Pa., is perhaps among the busiest of any factory in that section of the county. Mr. Killheffer reports that collections have been a little tardy, but aside from that business is progressing quite steadily and the factory has had no shutdown in years. It has been frequently remarked by manufacturers that the Killheffer factory seemed to have such a thoroughly uniform business, and yet it is also well known that no traveling salesmen are employed. During a conversation with Mr. Killheffer recently he stated that he attributed whatever success he had attained largely to the fact that, first, he exercises his very best judgment in the buying of tobacco and, secondly, that he keeps a careful scrutiny and personal supervision over all factory operations, and particularly the actual making of cigars, even going so far as to very carefully and critically inspect the product of each cigarmaker, and condemning all work not fully up to the standard set by him. By these methods, coupled with the further fact that his business is done by mail direct from the factory, he is in a position to offer his goods at more attractive prices for the highest quality of product than competitors who permit greater expense to creep into their factory operations.

Strike in Louisville Stemmeries.

Louisville and other Kentucky papers have been full of late of strike news occurring among tobacco stemmers of Louisville and vicinity. There has been a good deal of rioting and several thousand people have been deprived of work. The American Tobacco Company have dealt summarily with the strikers and they refused to go on unless good order was restored.

On April 4th, one thousand striking stemmers stormed the Matthews tobacco factory and forced an entrance through doors and windows, compelling 500 stemmers to quit work. Other places visited were barricaded, a riot call was sounded and the police prevented further disorder.

Baltimore Leaf Men Elect Delegates.

Report of Trade—Veteran Salesman Opens Retail Store.

BALTIMORE, MD., April 14.

AT the last meeting of the Baltimore Cigar Leaf Tobacco Association, which took place at the New Howard Hotel, delegates and alternates were elected to attend the convention of the National Cigar Leaf Tobacco Association, which takes place at Hartford, Conn., on May 9th and 10th. The delegates and alternates are as follows:

Delegates—A. W. Gieske, A. Fader, W. J. Sneeringer, Jr.

Alternates—Wm. Boucher, Henry Kraus, John Dellevie.

Lewis C. Sheffey Co. is the latest enterprise to engage in the retail cigar trade in this city. They have purchased the business of the Brink von Hartz Co. at German and Charles streets. Colonel Sheffey, the head of the concern, is one of the oldest tobacco salesmen in the business. Before the days of combination he was a widely known traveling representative with one of the largest tobacco manufacturing establishments in St. Louis. During more recent years, however, the Colonel came East and several years ago he settled in Baltimore. He has lately been doing a brokerage business, and among other houses he represented the stogie manufacturing concern of John Slater & Co., of Lancaster, Pa. It is his idea to carry a full line of clear Havana and domestic cigars at the establishment just acquired by him, and he will also continue the account of Slater & Co.

G. Liebman & Dellevie report that their business during March was exceptionally good. Mr. Liebman of this firm is at present in the West. J. W. Brockman, the well-known representative of this house, has been bringing in a good line of trade from Pennsylvania and other States. Local business is being very energetically looked after by S. W. Boyd.

J. W. Carroll, with M. Kemper & Son, is now touring the Western States and is meeting with some success in placing their line of both domestic and imported tobaccos. W. D. Sahm, who joined the sales forces of this house this spring, is now covering New York State, while Leon Kemper, of the firm, is also on the road closing up a short, but successful trip.

W. J. Sneeringer, Sr., the founder of Sneeringer & Co., one of the oldest and most widely known leaf houses in Baltimore, has not been in good health for some time, but it is believed that he is now on a fair road to recovery.

Joseph Perlman, of Perlman & Co., leaf dealers, has returned from a flying visit through the Connecticut leaf market.

C. H. Kooke & Co., have removed their offices from 124 South Calvert street to 108 Law Building.

Oscar Brown, of Brown & Brown, has just returned from a short trip through New York and the New England States in the interest of their cigar business, and was rather successful in the procurement of duplicate orders for his firm's products.

Kraus & Co. are still among the busiest factories in the city and are working with a full force of cigarmakers.

A goodly number or orders are coming to the Manchester Cigar Manufacturing Company for their several leading products, among which are the "Machit" cheroots and their "Havana Cadets", their latest creation in package goods.

J. Henry Fisher, cigar-box manufacturer of West Barre street, has been spending the past two weeks in the South, where he has quite a large business among cigar manufacturers.

The Cuban Annex Cigar Company is about to remove from their premises on Calvert street to 224 East Baltimore street, which is a more central location, and the move is regarded as very advantageous.

Tampa has been putting up a very chesty front again because of her production of nearly a million cigars a day, which is the mark she has set. About March 20th, Tampa had exceeded the elapsed portion of the year, as compared with last year, to the extent of nearly 9,000,000 cigars.

Fair Business in Reading.

Potteiger Placing New Line—Stewart in New Building—Local Notes.

READING, PA., April 14th.

THE cigar industry of this vicinity appears to be holding out fairly well, considering that from so many other sections of the State an extreme dullness has been reported. Cigar box manufacturers are kept moderately busy, which is but a verification of the claims of cigar manufacturers that they are having a fair trade.

J. U. Fehr & Son, who are among the most extensive leaf dealers in this city, are putting up quite a large packing of 1909 Pennsylvania packing and much activity prevails at the present time at their several warehouses. Mr. J. U. Fehr, of this firm, has made several visits to Connecticut, but he did not seem to be very strongly impressed with this year's crops, and the firm has, so far, not gone into the packing of Connecticut tobacco.

J. G. Spatz, of John G. Spatz & Co., returned on Saturday last, having practically concluded his spring campaign. This factory has been kept fairly busy in the manufacture of its "Heidelberg" Havana and "American Empire" five-cent brands of cigars, which are two of their leaders.

C. W. Potteiger is placing upon the local market a new brand of nickel cigars under the title "Cacoosing." He began a campaign on it but a short time ago and already the goods have been successfully placed in a very large proportion of the retail establishments of Reading and immediate vicinity. Several salesmen are employed in the exploitation of this brand and with each day there are many new accounts opened. It is stated that this brand is proving one of the most successful that has recently been placed in this city.

The Porto Anna Cigar Co., which was organized here last fall, is now waging a vigorous campaign locally on a new nickel proposition under the title of "Sheik." Some very attractive window displays have been made and men dressed in special costumes and mounted on horses have been parading the principal streets carrying advertising banners and almost every other conceivable means of procuring publicity is being employed.

Charles Ream, manufacturer at 411 Washington street, has sold his premises and is now looking about for new quarters. During the past few weeks Mr. Ream has received a goodly number of orders and business lately has been encouragingly good.

H. G. Burky has also gotten out a new brand of nickel cigars under the name of "La Reposa." This line is made up in several sizes, and is very attractively packed. The preliminary work done in the introduction of this brand has proven quite successful and Mr. Burky is very hopeful of securing in the course of a little time an excellent line of trade on this cigar.

The Fleck Cigar Co. has been unremittingly busy since New Years. Their Western and Pennsylvania trade has been developing strong demands for their leading lines and the factory is being operated to its full capacity.

Eline & Kutz, which is a comparatively young firm, have made an excellent showing during the past year and their trade is growing steadily.

W. W. Stewart & Sons on Thursday last took possession of their new factory building at Green and Cedar streets. The building had been thoroughly remodelled and completly renovated inside and out before they moved into it. A very comfortable office and commodious shipping department occupy the main portion of the first floor, while the upper floors are given over to the manufacturing departments.

During the past two weeks the E. E. Kahler Cigar Co. has experienced an encouraging increase in the demands for its products and some additional cigarmakers were recently employed.

Decrease Less than was Expected.

Revenue Returns Spring Agreeable Surprise on Manufacturers in Lancaster District.

LANCASTER, PA., April 14th.

AN agreeable surprise was meted out to the cigar industry of this section when the report of the Collector of Internal Revenue on the sale of cigar stamps was made public, for it showed that contrary to all expectations the decrease in the output of cigars in the Ninth District during the month of March was little over one million. No one would have been surprised if it had shown a decrease of five or even more millions. The production during the month of March was the greatest since last November, and manufacturers can therefore well afford to take new courage and strike out more vigorously than ever before for new business.

The new factory of Martin Kinports at Rothsville is now completed and is indeed a model structure. The premises will be used as a branch of the United Cigars Manufacturing Co., and will be conducted under the personal supervision of Martin Kinports, of Ephrata, Pa.

Walter S. Baird, the Lititz cigar manufacturer, who is still confined to his room at the hospital at Lancaster, is said to be recovering very steadily from the effects of the surgical operation which he recently underwent.

I. Kegereis, a veteran leaf dealer of Richland Station, was last week visiting the leaf market at Lancaster and made several selections of light wrapper goods.

Lester R. Moss, with the S. R. Moss Cigar Co., at Lancaster, is now on a trip through the West and will go as far as Denver. He has made the rounds several times before, and we would not be at all surprised to hear of an avalanche of orders coming to the Moss factory as soon as he gets his order book into proper adjustment.

Ben. Derr, the genial office manager of the Hoffman Leaf Tobacco Co., at Marietta, Pa., has just returned from a business trip to several western leaf packing points.

Business has improved lately with Duff Bros. & Co., and an additional force of cigarmakers has been put to work.

W. Clyde Shissler, son of Simon Shissler, well known Queen street cigar dealer, has joined the ranks of the Benedicts. He was married on the 6th inst. to Miss Margaret Gunzenhauser, daughter of Christian Gunzenhauser, a prominent baker of this city.

The leaf tobacco firm of Lichty, Warfel & Musser, of Terre Hill, are putting up a considerable quantity of leaf tobacco this year. Recently they received $50,000 pounds of leaf in one shipment.

John Rodman, of Brunnerville, came to Lancaster on Saturday last and sold his tobacco. In the evening he discovered that he had been robbed of a portion of the proceeds of the sale, which had amounted to $130.00. He accused Eva Jackson, colored, of the theft, and a warrant for her arrest was sworn out. The accused denied any guilt and no money was found upon her when she was arrested.

Jacob Mayer, for many years engaged in the leaf tobacco business in Lancaster, but who returned about a year ago, has removed to Philadelphia.

Christian Kindig, of the A. B. Hess Cigar Co., of this city, and who was taken severely ill about ten days ago, has now recovered sufficiently to again visit the office daily.

An interesting meeting of the Lancaster Leaf Tabacco Board of Trade was held on Thursday evening last at the Board of Trade rooms on East Orange street. Reports from officers showed that the organization was in a very healthy condition and in a position to do some very effective work. It was expected that at this meeting delegates, consisting of members of the leaf tobacco trade, would be chosen to attend the next convention of the National Cigar Leaf Tobacco Association in Hartford, Conn., May 9th and 10th. The action was, however, deferred to a later date. Several matters of importance to the trade were discussed at some length and all who attended were undoubtedly edified.

After the meeting of the Leaf Tobacco Board of Trade a meeting of the Lancaster Leaf Tobacco Board of Trade Inspection Company was also held in the same rooms. The Inspection Company, it was shown, had had quite a satisfactory year's business and was well prepared financially to extend its operations during the coming season. The concern is composed entirely of members of the leaf tobacco trade, but its operations are by no means limited to a purely local territory.

ALFRED W. PENNER

Representing A. Cohn & Co., of New York, in York and Lancaster Counties. Mr. Penner has been in the business since 1903, and is well known in that territory.

Some Do This, Some Do That.

The Springfield, Mass., *Union* commenting on tobacco methods in that section and in Northern Connecticut, says:

"A number of the farmers have already prepared their tobacco beds while many more have their seed sprouting ready to put into the ground when the time arrives. There is a difference of opinion among the tobacco growers regarding the time and methods of making tobacco beds. Some maintain that the seed should be sown as early as possible, while others claim that the plants should be in the beds only six weeks, and that, as it is unwise to transplant before May 15, there is no need to hurry about the beds.

Several growers use the cheese cloth in place of glass frames over their beds while several have gone to the expense of running steam pipes to the tobacco beds to warm the ground and keep the plants growing. The latter plan has not proved a success, however, as it dries out the ground too much and most of the pipes have been taken out."

Business Improving in "Frisco".

Too Many Stands—Too Little Profit—New Manila Line on Display—Some Price Cutting—Trade Visitors.

San Francisco, Apr. 5.

THE city trade is picking up a little this month, and the most of the retailers report somewhat better sales than before, while the jobbers who make a specialty of looking after the local business note a very material increase in the number of orders. The improvement in the wholesale trade, however, is not without its unfavorable feature, as it is brought about largely by the increasing number of stands. The unoccupied stands are rapidly taken up, in the hope that the slot machines will be allowed again. The trouble, according to some of the jobbers, is that there are too many dealers content with a bare existence. Wherever possible owners of corner buildings put in cigar stands, for which they ask as high a rental as they can get, and dozens of these places are occupied by men who are willing to clear a profit of two or three dollars a day. With all the stands occupied many of them can hardly do that without the aid of the slot machines, and the number of really profitable stands and stores is limited. There is accordingly a large element of risk in the city wholesale trade, and while many jobbers find it profitable, there are quite a number who serve few customers here, confining their work mostly to the smaller towns. Outside business has improved rapidly and is now at its height for the spring season. The volume is expected to continue large until the hot summer weather begins, when outside dealers begin to cut down their orders.

Joseph Brandenstein, a resident of San Francisco since 1850, and one of the pioneers of the local tobacco trade, died at his home on Jackson street, March 23, at the age of 82. He was for many years senior partner in the house of A. S. Rosenbaum & Co., one of the large local cigar houses before the fire, though he has not been connected with this trade for the last few years. He was well known in philanthropic work of various kinds. He is survived by six sons, all prominent in local business activities, and four daughters.

Local retailers state that the demand for Manila cigars is comparatively light, but the jobbers, for the most part, are still getting a considerable volume of business on the Coast, while the Eastern market is developing on a larger scale all the time. It is apparent, however, that some of the dealers who went into the Manila business on a large scale at the start are getting scared out, and it is practically certain that a number of them will abandon the field in the near future. This is shown by the price cutting that is going on in some quarters, causing more or less demoralization in the local market. Some dealers were unable to secure shipments of established brands and took whatever they could get, including a great deal that is unsalable in this market. The results have been discouraging, and they are now endeavoring to clean up the stock on hand. Several suits have been started against a large Manila manufacturing company for breach of contract, a further indication of dissatisfaction. At least two of the larger importers, however, are in the business to stay, and from now on will probably be the largest factors in the trade at the San Francisco end—namely, Castle Bros.-Wolf & Sons and the Edward Wolf Company.

Edward Wolf, of the Edward Wolf Company, is again in the city. He says, "We now have 4,000,000 Manila cigars in stock, with 1,500,000 which have just arrived on the "Siberia". Some of the others are getting scared out, but we are going to stay in the Manila business, and are making it a stronger feature all the time. We are making heavy shipments East all the time on orders, and are handling goods which can be relied upon. Business is keeping up finely on our clear Havana lines, of which we are at present unable to get enough to satisfy our trade. We are compelled to cut down orders on both Arguelles, Lopez & Bros. and Bock goods".

H. Anton Bock, manufacturer of the "Don Antonio" cigar, has been visiting the Edward Wolf Company in San Francisco, but is now on his way East, stopping off to visit the trade at all important points through the West.

M. A. Gunst & Co. now have their regular line of Manila cigars on display at all their retail stores, with cards calling attention to the Manila cagars. The line is that of the Compaña General de Tabacos Filipinas. Another prominent feature in the display this week is an importation of clay pipes, including an imitation calabash pipe which is attracting considerable attention. They received 250,000 Manilas April 1, and report a heavy retail trade, as they offer a large number of popular sizes. They expect to get into the jobbing business with this line shortly, and will handle it as one of their regular "staple" lines.

H. L. Judell & Co. are now in a position to fill orders for Manila cigars, of which they were decidedly short for a time, having just received a large consignment from the La Union factory. E. Juddel is now taking orders for "Elisardo" cigars in Nevada.

L. A. Sawyer, representing Las Dos Naciones Cigar Company and P. San Martin & Co., is acting very cautiously in regard to the city trade, but is well satisfied with the development of business in general this spring. He reports increasing orders from all parts of the interior, with collections fully up to normal, and looks for a better run than usual for the rest of the year.

Michalitschke Bros. & Co. have added a new line, known as the "Green Turtle", made by the Gordon Cigar Company of Richmond.

Alfred Esberg, of M. A. Gunst & Co., is in the East with M. A. Gunst. Morgan Gunst is again actively in the game, taking a place on the road at present.

Harry Welsh, representing Boltz, Clymer & Co., is visiting the trade in Oregon. He returned from Southern California last week and says things look better in that district than for a long time.

H. Bohls & Co., the local tobacco and cigarette manufacturers, have added a new cigarette machine with a daily capacity of 200,000.

G. G. McGregor, representing Samuel I. Davis & Co., in San Francisco, has taken the office of Exalted Ruler in the local lodge of Elks.

D. H. Moulsdale, representing Sanchez & Haya, has arrived here after his northwestern trip, and is calling on Tillman & Bendel, the Coast distributors.

A. Herbert, of Philip Morris & Co., is in San Francisco on his way north.

What Canadian Customs Require from Tobacco Shippers.

Exporters of tobacco into Canada had best acquaint themselves with what Our Lady of the Snows stipulates in regard to tobacco packing. Consul M. J. Hendrick, of Moncton, in a report recently calls attention to the failure on the part of some American exporters to regard the Canadian regulations.

One of the chief things to be complied with is the regulation as to the weight of packages prescribed by the Inland Revenue Laws of the Dominion. Neglect of these requirements has resulted in confusion, loss and a return of the goods to the shipper.

One thing that American shippers can do and should do is to write a request to the deputy minister of Inland Revenue, Ottawa, Canada, requesting a copy of the Inland Revenue Act, R. S. 43 § 1. This pamphlet gives full information as to Government requirements respecting the importation of tobacco in all forms, beers, liquors, etc. The pamphlet is issued for the guidance of collectors of Inland Revenue and Customs, but can be had by individuals on request.

Signs of Revival in York Factories.

Increased Orders Cause More Activity Among Manufacturers—New Brands on the Market.

York, Pa., April 14th.

IT is encouraging to learn that after a period of dullness of more than usual length, there are now some indications of a revival in the cigar industry. Scores of factories had been closed down, some of them temporarily and others for an indefinite period, owing to a lack of orders. Within the past few days, however, quite a number of factories have been reopened and operations are now being resumed by a still larger number. This revival does not appear to have yet reached the leaf tobacco dealers, who are still complaining rather bitterly of the exceptional quietness.

Warren Beck & Bro. have lately received a number of duplicate orders for the "Billy Possum" and "Admiral Ghera rdy", five and ten cent brands, respectively. This house is doing principally a mail-order business and has no special traveling representative employed. Like other manufacturers of high-grade goods, the recent slump in the cigar trade has affected them much less severely than it did the manufacturers of cheaper grades of goods.

Quite a sensation was sprung in the local cigar trade several days ago when Herman Warner & Co. came out with full page announcements in local dailies advertising their "Harry Pullian" five cent cigar. Arrangements had been previously made with Messrs. C. H. Stahlman & Sons and Young & Busser for the distribution of this brand in York, and all retailers were promptly supplied by them. The advertisements were strikingly attractive and the brand sprang into favor in this city almost as if by magic. Dealers who at first placed only small quantities in their stock, have been already forced to send duplicate orders to the distributors. The brand has been pronounced by connoisseurs as a most excellent cigar for a nickel and Herman Warner & Co. have good reason to feel elated with the success which the "Harry Pullian" is meeting with in this city. As soon as the local trade can be fully supplied operations in the exploitation of these cigars will be extended to additional territory.

C. H. Stahlman & Sons were last week featuring the "Luxello" nickel cigar of Luckett, Luchs & Lipscomb, of Philadelphia. This brand also seems to be making many new friends in York and vicinity.

The Challenge Cigar Co. has removed its offices and factory from Clark avenue and Duke street to East Newton avenue, where a good size and well adapted building was procured and has been remodelled for their special purpose.

W. H. Falkner & Sons early this month took possession of the former Budding cigar factory building, which was until recently occupied by the H. F. Martin Cigar Co., the latter having moved into the Flinchbaugh Building, which was formerly occupied by Falkner & Sons. The Martin factory has lately booked a number of good sized orders, and at this writing they are bending every energy to make prompt shipment.

John F. Reichard, leaf tobacco dealer, has moved his warehouse and office from Clark avenue and Beaver street to East Newton avenue, just opposite the Merchants' cigar factory.

H. G. Blasser, of H. G. Blasser & Co., Ltd., is starting this week on an extended Western trip, covering his usual territory.

R. M. Granat, of R. M. Granat & Co., recently returned from the West, and reports that trade conditions have lately been rather quiet in the West as well as in the East.

W. S. Wanner, leaf dealer on Clarke avenue, York, who makes a specialty of Ohio tobaccos, informs us that while trade conditions generally have been quiet, he considers himself rather fortunate in having secured a fair volume of business during the past month.

Adam Baker, of Windsor, will erect a new cigar factory building in that town at an early date.

Isaac Kohler, of York, who had been confined to his home for some time from a severe attack of rheumatism, is now convalescing nicely, and is able to be at his office as usual.

Miller Bros., of Red Lion, it is reported, purchased a cigar box factory building and business of the Royal Cigar Box Co., of that town, and that they are now making active preparations to resume the filling of orders for boxes from their customers, which since the disastrous fire, which completely destroyed their factory several weeks ago, they were obliged to have made up by contract with other box manufacturers.

The report of the sale of cigar stamps, made public the early part of the month at the local revenue office here, shows that during the month of March the sale of cigar stamps amounted to $83,881.42, which is an increase of $10,500.00 over those of the corresponding month of last year. During February of this year the sale of stamps amounted to $78,000.00, or nearly $6,000.00 less than during the month of March. The members of the cigar trade are somewhat puzzled by these figures in view of the fact that so many of the factories were apparently closed during a considerable portion of the month of March, and during the first week of April the conditions were even worse.

Comparatively few new licenses were taken out for cigar manufacturing during the month of March, indicating that the cigar manufacturing business was not very attractive at this time.

The cigar industry at Dallastown has revived quite materially during the past week, and we note that the factories of J. C. Hackert & Co., W. H. Raab & Sons, A. F. Fix & Co., J. W. Minnich & Son and P. G. Shaw have resumed operations after a rather protracted period of dullness.

Charles E. Miller, of McSherrystown, who expected several weeks ago to leave upon an extended tour to the Pacific Coast States, and which would probably take him as far as San Francisco did not leave at the time originally intended. He left, however, on Thursday last.

The Ideal Cigar Co., at Centennial, continues to make a special drive on their "Palma de Manila", "William Deering", "Stephen Day" and "Charles T. Ellis" brands of five and ten cent goods, all of which are put up under the union label.

Aden a Great Cigarette Point.

15,000,000 Cigarettes Left the Arabian Port Last Year Chiefly for Germany and Great Britain.

THE British-Arabian coaling point, Aden, is getting busy on cigarettes, according to Consul Moser. Cigarettes were first made there in 1886. The factories are controlled chiefly by Arabian Jews, who buy waste tobacco from the big houses and make it into cigarettes, for which the natives pay at the rate of one cent for ten to fifteen cigarettes. Probably one hundred firms are making cigarettes at Aden now. In 1909 15,000,000 cigarettes were exported, valued at $109,496.

Labor is cheap in Aden, rent is low and the freight rates to Indian ports are as low as from Bombay and no higher to London than those from Cairo. Added to these features, the climate is of a dry, preservative character.

There are really only six very important factories at Aden, and even these do not employ, all told, more than 300 men. Turkish tobacco is chiefly used and Greek tobacco in the cheap grades.

Asked why they do not use some of the cheaper American tobaccos, the makers stated that they had tried them and found them too sweet and too mild. A coarse, powerful Bulgarian tobacco is much liked by certain consumers.

The Aden product is shipped in paper boxes made in Germany, and contain 100 cigarettes each.

NEW YORK.

NEW YORK CITY.

WHILE it is true that there has been no speculative investment in leaf tobacco, the concensus of the reports from the leading houses in this city is that the market has shown more activity of late in seed leaf tobacco, and it seems that nearly all types were traded in to some extent. Transactions were probably a little more active in old Pennsylvania leaf and prices even showed some slight increase, an actual advance of a few cents a pound more than what was asked for this kind of goods last year. The market can, however, still stand considerable booming and the fact that the output of cigars throughout the country was not so large as the previous year, shows perhaps the reason why conditions have not improved more rapidly in the leaf market. Handlers of Connecticut leaf tobacco have concluded a four-weeks' period of active trading, and it is stated that the market is now pretty well cleaned up. Havana seed-leaf was pretty well in packers' hands and the remainder of the broad leaf crops have been now also taken over.

The Sumatra market has shown more activity than any other branch of the leaf trade, and some 6,000 bales have been already purchased in Amsterdam for the American markets. More than half of this amount was purchased at the inscription of April 2d, and the remainder of the spring inscriptions are still being looked forward to in eagerness, for there still remains to be purchased about 24,000 bales to reach average purchases of recent years at the spring inscriptions, and as high as 10,000 bales have already been purchased during the fall inscriptions. Some of the best posted men in the trade do not believe that the purchases this year will come up to the average. Trading in old Sumatra seems to have been rather active ever since the first reports of the new goods became public.

Conditions in the Havana market have been about normal, with a fair volume of transactions consummated. Inquiries are reported to be rather strong for certain grades of leaf, and withdrawals from bonded warehouses have lately been running slightly above the average. There is some anxiety concerning the tobacco that is now passing through the curing process before being finally packed, and sales in Havana are reported to have shown a slight increase.

SYRACUSE, N. Y.

Farmers in the vicinity of Baldwinsville, Syracuse and other points last fall refused seven and one-half cents a pound for their tobacco crops. It is said to be now bringing nine cents per pound. A number of crops have been loaded on cars at Baldwinsville during the past week or more and shipped to points east and south, the crops having been bought largely at nine cents with an exceptional purchase at ten cents. It is estimated that nine-tenths of the 1909 crop purchased in the Onondaga district is now in the hands of packers. Baldwinsville packers have about finished sorting their purchase.

PENNSYLVANIA.

PHILADELPHIA.

TRADE conditions in the Philadelphia market have been quiet during the last fortnight. Local houses reported a goodly number of transactions, but sales were of a small volume. Manufacturers still seem reluctant to make extensive purchases, notwithstanding the fact that prices, if anything, are a little stiffer for certain types of leaf than they had been; consequently they are laying in new stock of goods in such amounts only as can be put to early use. Business of late has been more readily obtainable in New York and New England than in the Southern States, while Philadelphia and Pennsylvania and the West have seemingly suffered more severely from the slump in the cigar trade.

In Sumatra tobacco there has been some business reported, but the selections have been running largely in old goods, and the prices have been well maintained.

A fair volume of business in Havana leaf is reported. Manufacturers have taken reasonable quantities of desirable offerings, and prices have shown little or no change.

LANCASTER, PA.

Trade conditions are still in a lethargic condition at Lancaster, and sales of old goods have been few and far between. Leaf men, however, seem content to wait for improved conditions in the cigar trade, expecting that not only will goods be more readily taken, but that better prices will be commanded. Buying of the new crop continues, and nearly all of the local warehouses are now actively engaged in putting up packings of the 1909 goods. A considerable portion of the new goods have now been taken by packers, and a number of purchases were recently made at from seven and one-half to eight cents. The present condition of the cigar trade does not lend much encouragement to leaf packers.

YORK, PA.

There is much complaint from among the York leaf dealers, and trade conditions there merely reflect that the cigar trade has been in a really deplorable state for several weeks past. Tobacco could be hardly sold at bargain sale prices, but York leaf men have not found it necessary to sacrifice any goods, and consequently the volume of business transacted has been exceedingly small.

WISCONSIN.

EDGERTON.

THERE has been little change in the leaf market in Wisconsin since our last report. About the only activity that exists is confined to packers in the handling of the new crop. Purchases made have been around the seven cent mark, and there is now being gathered in the remnants of the 1909 production. It is estimated that at seven cents packers will be enabled to indulge in some export trade.

Little has transpired in the marketing of old goods that would furnish much encouragement to the holders, with the exception that about 700 cases of '06 tobacco formerly held by La Crosse packers have changed hands.

There appears to be still some tobacco hanging in the sheds awaiting casing weather, and in some instances where packers lacked storage facilities, arrangements have been made to allow the crops to remain on the farm. A shortage of help has also been a serious handicap to some of the warehouses.

STOUGHTON.

Local warehouses are in full operation, and the packing of 1909 goods is proceeding as rapidly as possible. Tobaccos are now coming in more rapidly, owing to good roads. The yield being fairly heavy, farmers are still realizing a pretty fair price per acre for their crops.

VIROQUA.

It appears that there is still considerable tobacco hanging in the sheds in Vernon County, because growers failed to take their crops down during the several days of recent favorable weather, and in consequence some of the packing houses are being much delayed in their work. It is now stated that unless larger deliveries soon arrive, a temporary cessation will become necessary. There is also a considerable of this tobacco being shipped to outside points for packing.

OHIO.

MIAMISBURG.

TOBACCO farmers are highly elated with the favorable weather conditions which this spring has thus far shown. It has not only been very helpful in enabling a more rapid delivery of the old goods, but the quantity remaining in farmers' hands has been reduced to a minimum. In fact, there is now but little left except Zimmer Spanish. It is generally believed that the production of Zimmer Spanish will amount to 125,000 cases, and that is far in excess of previous years, and nearly one-half of the crop is already taken from first hands.

LEBANON.

Tobacco growers in Warren County are said to have unearthed a plot to undermine their interests and practically destroy their crops, and which is believed to have been the work of parties favoring the raising of Burley tobacco. It is intimated that agents of a large manufacturing corporation who, failing to induce growers to plant Burley, have toured the country handing out seeds gratis, claiming that they were endeavoring to introduce a new species, and that this species has turned out to be nothing but Burley in a disguised form. Growers have become more enraged than ever, and the fight against Burley in this district will be waged more vigorously than ever.

EATON.

Buyers have lately been in the field in this territory for 1909 crops of tobacco, offering eight cents per pound, but it is stated that no great amount was procured, because the price offered was lower than farmers had received for several years and they were, therefore, reluctant to let their crops go. Among tobacco men, however, it is currently stated that it is possible that the price may go even lower.

NEW ENGLAND.

HARTFORD, CONN.

SOME activity has recently taken place in the tobacco market in various parts of the valley; more buyers have appeared in the field and a considerable number of purchases are reported. Prices are said to be now fairly staple, but the scale is lower than it was at the outset. Farmers who held their crops for higher prices are now convinced that they made a mistake. The percentage of the new crops now out of growers' hands includes practically all of the Havana seed. Broad leaf still unsold is offered around the twenty-two cent mark.

EAST HARTFORD, CONN.

In the past few days there appears to have been a revival in the tobacco market and several growers are reported to have sold their crops. Edmund Simth, of Hinsdale, Smith & Co., of Springfield, Mass., have been driving in this section in company with Andrew S. Bidwell, their local representative. It is also reported that a number of purchases have been made.

SUFFIELD, CONN.

In this vicinity many farmers have tobacco seed sprouting ready to put into the ground when the right time comes, although there is a great difference of opinion among growers regarding the time and method of making their beds; some claim the seed should be sown as early as possible, while others say the plants should be in the bed only six weeks.

In spite of the lateness of the season, tobacco buyers are still at work and sales are more or less frequently reported, but at prices much below those at the beginning of the season. This is reported to be due largely to the fact that many of the warehouses have tobacco enough to keep them going as long as men can be kept indoors, and that they must buy their goods low enough to enable them to pay for the extra help which would be required to push the work through to completion later on. Farmers are preparing to raise about the same acreage of tobacco this year.

PORTLAND, CONN.

The packing season has about closed with J. Lichtenstein & Co. at this place. About 150 hands were kept at work at this warehouse all during the winter.

TARIFFVILLE, CONN.

In the vicinity of Tariffville some tobacco growers are busy sterilizing their seed beds, and for the past week weather conditions have been favorable to actual field work. It is believed by growers that the acreage of Havana seed will be about the same as last year, and a larger acreage of broad leaf.

The Ketchen & Hayes Tobacco Corporation are now making active preparations to grow ten acres of tobacco under shade the coming season, and twenty-five acres in the open air. It is estimated that there will be 400 acres in this valley grown under cloth the coming year.

WESTFIELD, MASS.

There remain very few crops unsold in the Little River District, and the average prices paid this year were ten to twelve cents. Growers in this section state they will not try to start seed beds until the middle of April. Several farmers in the vicinity of Westfield who were unwilling to accept the prices offered them for their 1909 stock are now assorting and sizing it and will hold it.

Cigars Come High in Russia.

U. S. Consul General John H. Snodgrass, of Moscow, transmits the following particulars regarding tobacco production, trade, and consumption in Russia:

"The average cigar, costing 10 cents in the United States, sells for 50 cents in Russia, and the more expensive brands come higher in comparison, the imported products ranging in price from 10 cents to $1. Domestic cigars run from 1 to 15 cents, but being of inferior quality they are unacceptable except to the poorer classes. Tobacco sells from 12 cents to $5.50 per pound, according to its origin, the Habana and Sumatra brands used for wrappers in the manufacture of cigars being especially expensive. Domestic tobacco is utilized principally for fillers, but is not called for by connoisseurs.

"The use of cigarettes is general, each class indulging in its favorite brand with equal satisfaction, whether the tobacco is incased in the most expensive perfumed rice paper or rolled roughly in brown paper, a method employed by the poor.

"In a recent speech in Moscow the Minister of Finance compared Russia's budget with the huge deficits of other leading countries in Europe, remarking that the increased tax on the wrappers for cigarettes had guaranteed the Government against any lack of funds to meet the necessary expenses. This shows the immense profits obtained from the use of tobacco through State taxation.

"Russia's tobacco crop in 1908 was nine per cent. below 1907, the yield being 200,818,584 pounds in comparison with 225,531,052 pounds in 1907, a decrease of 18,252,468 pounds. From this production 56,068,452 pounds were of Turkish seed, 16,285,176 pounds American seed, and the lower grades, such as Baku tobacco and Makhorka, etc., gave 124,944,956 pounds. The number of tobacco plantations was 341,966, against 377,419 in 1907, and the area 170,162 acres against 164,414. The average yield per desiatin (2.7 acres) was 3,276 pounds, in comparison with 3,708 pounds."

Go 'Way Mr. Frenchman.

At Upper Marlborough, Md., recently, before 100 members of the Maryland Tobacco Growers' Association, President Hill made the statement that the French Government had for a long time a monopoly on the Maryland crop, a condition of things not perhaps fully known throughout the industry. This monopoly has been lifted, said President Hill, and he expected better prices.

The following officers were elected at the meeting March 17th: F. Snowden Hill, of Prince George County, president; John H. Drury, of Calvert County, treasurer, and Franklin Weems, of Anne Arundel County, secretary.

Turkish Exports of Tobacco.

Concerning the Turkish output, of which we have said considerable of late, the total exports from Smyrna for the fiscal year of 1908-1909 is quite indicative of the growth of the industry. The export table is as follows:

Countries.	Pounds.
Africa	55,100
America	1,129,550
Austria	1,267,300
Belgium	22,040
China	8,816
Cyprus	30,856
Egypt	553,204
England	271,092
France	8,816
Germany	551,000
Greece	1,322
India	2,865
Japan	9,918
Malta	55,100
Roumania	27,991
Russia	480,472
Servia	14,987
Sweden	15,248
Switzerland	9,918
Other countries	1,168
Total	4,516,944

The imports of leaf tobacco into the United States from both Asiatic and European Turkey in the fiscal year 1908 amounted to 7,225,412 pounds in 1907 and 3,090,106 pounds in 1906.

Prices vary according to quality, quantity produced, the stock on hand and the importance of the demand.

To My Best Love.

So slender, virginal and delicate—
So cold to all the world, save me alone,
Yet when the flame within my heart I light,
So tenderly responsive—all my own!

Beneath thine influence each trouble seems
To take swift wings and drop its dusky cloak
(Dispelled, like mist, amid a thousand dreams),
And lightly soaring forth, ascend—in smoke;

Thy breath is peace and perfume—and thy kiss
Of all that's rapturous the prototype!
Ah, matrimony would be perfect bliss
If wives had half thy charms—my *briar pipe*.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark
For Searching a title which does not result in registration, 25 cents.
For transferring and Publishing Transfer of Registration, 50 cents.
For issuing Duplicate Certificate of Registration, 50 cents.
☞ Applicants should be careful to fully specify the use of desired Trade-Mark

HAVANA CURL.—19,903.
For cigars, cigarettes and cheroots. Registered March 29, 1910, at 9 A. M., by Brinker & Habeney, Indianapolis, Ind.

WILLIAM ELLIOTT:—19,904. (By Permission.)
For cigars, cigarettes, chewing and smoking tobacco. Registered March 29, 1910, at 9 A. M., by Wm. Steriner, Sons & Co., New York.

BIRD OF PARADISE:—19,905.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 29, 1910, at 9 A. M., by L. C. Wagner & Co., New York.

VIRGINIA SPRINGS:—19,906.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 29, 1910, at 9 A. M., by L. C. Wagner & Co., New York.

MODELETTE:—19,907.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 29, 1910, at 9 A. M., by L. C. Wagner & Co., New York.

RESPONSIBILITY:—19,908.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 29, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

URANO:—19,909.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 29, 1910, at 9 A. M., by Schmidt & Co., New York.

LAMP BROS. BEST:—19,910.
For stogies. Registered March 29, 1910, at 9 A. M., by Lamp Bros., McKeesport, Pa.

LA VALERA:—19,911.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 30, 1910, at 9 A. M., by The Chas. Stutz Co., New York.

EL JULIADA:—19,912.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 30, 1910, at 9 A. M., by The Chas. Stutz Co., New York.

TWIN ELMS:—19,913.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 30, at 9 A. M., by J. Altschuler, Boston, Mass.

COPLEY SQUARE:—19,914.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 30, at 9 A. M., 1910, by S. A. Frank, Roxbury, Mass.

MUTT & JEFF:—19,915.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 30, 1910, at 9 A. M., by S. A. Frank, Roxbury, Mass.

THE BOSTON PUG:—19,916.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 30, 1910, at A A. M., by John A. Schreiner, Providence, R. I.

NEWPORT CLUB:—19,917.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 30, 1910, at 9 A. M., by Joseph Weinreich, Dayton, O.

CHOCOLATE SOLDIER:—19,918.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 30, 1910, at 9 A. M., by L. C. Wagner & Co., New York.

FALCADA:—19,919.
For cigars, cigarettes and cheroots. Registered March 30, 1910, at 9 A. M., by Haywood, Strasser & Voigt Litho. Co., New York.

FAIR VISION:—19,920.
For cigars, cigarettes and cheroots. Registered March 30, 1910, at 9 A. M., by Haywood, Strasser & Voigt Litho. Co., New York.

LA NENA:—19,920¼.
For cigars, cigarettes, chewing and smoking tobacco. Registered March 30, 1910, at 9 A. M., by Schmidt & Co., New York.

LA EVANA:—19,921.
For cigars. Registered March 30, 1910, at 9 A. M., by S. J. Tichenor, McHenry, Ky.

ROSE SMOKERS:—19,922.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 30, 1910, at 9 A. M., by M. Rose, Boston, Mass.

JIMPYS:—19,923.
For cigars, cigarros, cigarettes, cheroots, chewing and smoking tobacco. Registered March 31, 1910, at 9 A. M., by W. Friedman, Baltimore, Md.

PITTSBURG MAID:—19,924.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 31, 1910, at 9 A. M., by The Dana-Cates-Simson Co., Newark, O.

GREATER CALUMET:—19,925.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 31, 1910, at 9 A. M., by Liesenfelt Bros., Hammond, Ind.

LA UNICA:—19,926.
For cigars and cigarettes. Registered April 1, 1910, at 9 A. M., by Winter Cigar Mfg. Co., New York.

HAVANA TALES:—19,927.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 1, 1910, at 9 A. M., by Hilbronner & Jacobs, Philadelphia.

DIAZ DE LA PENA:—19,928.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 1, 1910, at 9 A. M., by American Lithographic Co., New York.

JOHNNIE WALKER:—19,929.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 1, 1910, at 9 A. M., by American Lithographic Co., New York.

BALTIMORE APOLLO:—19,930.
For cigars. Registered April 1, 1910, at 9 A. M., by Elliott, Ottenheimer & Elliott, Baltimore, Md.

THE VALE:—19,931.
For cigars, cigarettes and cheroots. Registered April 1, 1910, at 9 A. M., by Petre Schmidt & Bergman, Philadelphia.

BRASS TACKS:—19,932.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 2, 1910, at 9 A. M., by Schmidt & Co., New York.

PRINCIPIO:—19,933.
For cigars. Registered April 2, 1910, at 9 A. M., by P. H. Fratz, Lancaster, Pa., and transferred to Sherts Cigar Co., Lancaster, Pa.

THE ESCORT:—19,934.
For cigars. Registered April 2, 1910, at 9 A. M., by P. H. Fratz, Lancaster, Pa., and transferred to Sherts Cigar Co., Lancaster, Pa.

EL FLORESA:—19,935.
For cigars. Registered April 2, 1910, at 9 A. M., by P. H. Fratz, Lancaster, Pa., and transferred to Sherts Cigar Co., Lancaster, Pa.

C. S. A.:—19,936.
For cigars. Registered April 2, 1910, at 9 A. M., by P. H. Fratz, Lancaster, Pa., and transferred to Sherts Cigar Co., Lancaster, Pa.

NEVER SLIP:—19,937.
For cigars. Registered April 4, 1910, at 9 A. M., by Chas. E. Hallacher, Reading, Pa.

HOLDER:—19,938.
For cigars. Registered April 4, 1910, at 9 A. M., by M. McCoy, Philadelphia.

TRADE FACTOR:—19,939.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 4, 1910, at 9 A. M., by Wing Cigar Co., Columbus, O. (Re-registration by transfer from Calvert Lithographic Co., Detroit, Mich.)

HAVANA SHRUBS:—19,940.
For cigars. Registered April 5, 1910, at 9 A. M., by H. G. Hake & Co., Red Lion, Pa.

G. & R. STANDARD:—19,941.
For cigars. Registered April 5, 1910, at 9 A. M., by Grim & Roser, Windsor, Pa.

UNCHAS CHIEF:—19,942.
For cigars, cigarettes and cheroots. Registered April 5, 1910, at 9 A. M., by The Golindo Cigar Co., Baltimore, Md.

LORD HAVANA:—19,943.
For cigars, cigarettes and cheroots. Registered April 5, 1910, at 9 A. M., by The Golindo Cigar Co., Baltimore, Md.

FOLKLORE:—19,944.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 5, 1910, at 9 A. M., by American Lithographic Co., New York.

LETTERGRAM:—19,945.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 5, 1910, at 9 A. M., by American Lithographic Co., New York.

BEST OF THE WEST BUTTE:—19,946.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 5, 1910, at 9 A. M., by Fred Kuhn, Butte, Montana.

GIRARD GROCERY CO.:—19,947.
For cigars. Registered April 5, 1910, at 9 A. M., by Bloom Bros.

CITY TRADE:—19,948.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 7, 1910, at 9 A. M., by A. G. Weidmann Cigar Box Co., Kansas City, Mo.

INTEGRITY:—19,949 (Used since 1896).
For cigars, cigarettes, cheroots, chewing and smoking tobacco and stogies. Registered April 7, 1910, at 9 A. M., by Bryan-Snowden Cigar Co., Atchison, Kans.

DON RAFAEL:—19,950.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 7, 1910, at 9 A. M., by Jose Venta & Co., New Orleans, La.

PREST-O-LITE:—19,952.
For cigars, little cigars and cigarettes. Registered April 7, 1910, at 9 A. M., by The Oriental Tobacco Co., St. Louis, Mo.

GLAD-U-SMOKE:—19,953.
For cigars. Registered April 8, 1910, at 9 A. M., by The Bendahan Cigar Co., New Orleans, La.

THURZO:—19,954.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 8, 1910, at 9 A. M., by American Lithographic Co., New York.

MICHIGAN WILDCAT:—19,955.
For cigars, cigarettes, cheroots and stogies. Registered April 8, 1910, at 9 A. M., by Richard Rybold, Cadallac, Mich.

STAR PLAY:—19,956.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 8, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

MOUNT AETNA:—19,957.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 8, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

MODEL 19-11 DETROIT:—19,958.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 8, 1910, at 9 A. M., by Detroit Cigar Mfg. Co., Detroit, Mich.

MODEL 19-12 DETROIT:—19,959.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 8, 1910, at 9 A. M., by Detroit Cigar Mfg. Co., Detroit, Mich.

MODEL 19-13 DETROIT:—19,960.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 8, 1910, at 9 A. M., by Detroit Cigar Mfg. Co., Detroit, Mich.

MODEL 19-14 DETROIT:—19,961.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 8, 1910, at 9 A. M., by Detroit Cigar Mfg. Co., Detroit, Mich.

JAMES CABLE:—19,962.
For cigars, cigarettes and cheroots. Registered April 8, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York. (Re-registration, originally adopted November 26, 1909.)

TWO SPORTS:—19,963.
For cigars, cigarettes and cheroots. Registered April 8, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York. (Re-registration, originally registered July 20, 1907.)

LABOR EXCHANGE:—19,964.
For cigars. Registered April 8, 1910, at 9 A. M., by H. G. Burky, Reading, Pa.

HIGH MARK:—19,965.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 9, 1910, at 9 A. M., by American Lithographic Co., New York.

BAFANA:—19,966.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 9, 1910, at 9 A. M., by American Lithographic Co., New York.

ANNA PAVLOWA:—19,967.
For cigars and cigarettes. Registered April 11, 1910, at 9 A. M., by Moeller & Kolb, Chicago, Ill.

GREATER DAYTON:—19,968.
For cigars, cigarettes, cheroots and stogies. Registered April 11, 1910, at 9 A. M., by Louis W. Keyer, Dayton, O.

LUISA TETRAZZINI:—19,969.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 12, 1910, at 9 A. M., by F. Rollini, New York.

JANE NORIA:—19,970.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 12, 1910, at 9 A. M., by F. Rollini, New York.

EULALIA:—19,971.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 12, 1910, at 9 A. M., by J. J. Hein, Canton, O. (Re-registration by permission.)

JAN VAN BEERS:—19,972.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 12, 1910, at 9 A. M., by American Lithographic Co., New York.

AGNITA:—19,973.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 12, 1910, at 9. A. M., by Schmidt & Co., New York.

RED RAM:—19,974.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 12, 1910, at 9. A. M., by Schmidt & Co., New York.

HAVANA MILD:—19,975.
For cigars, cigarettes and cheroots. Registered April 12, 1910, at 9 A. M., by Heineman Bros., Baltimore, Md.

PAYETTE-WALSH'S FORMULA:—19,976.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 12, 1910, at 9 A. M., by Rosenthal Bros., New York.

HENRY PECK:—19,977.
For cigars, cigarettes and cheroots. Registered April 12, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York. (Re-registration by transfer; originally registered November 9, 1907.)

LUCY DALEY:—19,978.
For cigars, cigarettes and cheroots. Registered April 12, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York. (Re-registration by transfer; originally registered November 9, 1907.)

STROH'S:—19,979.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 13, 1910, at 9 A. M., by J. Mahoney, Detroit, Mich.

FATHER ROCHESTER:—19,980.
For cigars. Registered April 13, 1910, at 9 A. M., by John F. Wandtke, Rochester, N. Y.

CREMONIOUS:—19,981.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 13, 1910, at 9 A. M., by L. C. Wagner & Co., New York.

KING KOKOMO:—19,982.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 13, 1910, at 9 A. M., by J. Joseph, Hartford, Mass.

HAVANA AMBASSADORS:—19,983.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 13, 1910, at 9 A. M., by H. Belostotsky, Philadelphia.

DIXICO:—19,984.
For cigars, cheroots and stogies. Registered April 13, 1910, at 9 A. M., by Dixie Tobacco Co., Belford City, Va.

MINK LEAGUE:—19,985.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 13, 1910, at 9 A. M., by C. A. Kuhlman, Nebraska City, Neb.

MODEL 19-10 DETROIT:—19,986.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 13, 1910, at 9 A. M., by Detroit Cigar Mfg. Co., Detroit, Mich.

ACUSHNET:—19,987.
For cigars, cigarettes, cheroots, chewing and smoking tobacco and stogies. Registered April 13, 1910, at 9 A. M., by Acushnet Cigar Co., New Bedford, Mass.

CRAWFISH:—19,988.
For cigars. Registered April 13, 1910, at 9 A. M., by Wm. W. Appenheimer, Peoria, Ill.

TRANSFERS.

LORD CALVERT:—19,873.
For cigars, cigarettes and cheroots. Registered March 23, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York; has been transferred to B. S. Taylor, Yoe, Pa., on April 1, 1910.

RADIOLD:—15,804.
For cigars. Registered July 20, 1908, at 9 A. M., by Friduss Bros., Chicago, Ill.; has been transferred to Ziv, Soll & Co., Chicago, Ill., on April 1, 910.

HENRY PECK:—19,977.
For cigars, cigarettes and cheroots. Originally registered by I. J. Mittleberger, Cleveland, O., on November 9, 1907, and transferred to Heywood, Strasser & Voigt Litho. Co., New York,—who in turn transferred the title to Miller Bros., Red Lion, Pa., and which was re-transferred by Miller Bros., of Red Lion, to Heywood, Strasser & Voigt Litho. Co., New York; was transferred by them on April 12, 1910, to Adair & Frutiger, of Red Lion, Pa.

LUCY DALEY:—19,978.
For cigars, cigarettes and cheroots. Originally registered by I. J. Mittleberger, Cleveland, O., on November 9, 1907, and transferred to Heywood, Strasser & Voigt Litho. Co., New York, who in turn transferred the title to Miller Bros., Red Lion, Pa., and which was re-transferred by Miller Bros., of Red Lion, to Heywood, Strasser & Voigt Litho. Co., New York, was transferred by them on April 12, 1910, to J. E. Detweiler, Red Lion, Pa.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Situations Wanted.

SITUATION WANTED as superintendent of cigar factory. Twenty years' experience. All branches. Good references. Address Qualified, Box 18, care of The Tobacco World. 1-1-r.

CIGAR FOREMAN is open for position. Thoroughly experienced and best of references. Address Box 23, care The Tobacco World.

WANTED—Position as foreman or superintendent of cigar factory; 34 years' experience in manufacturing. Address 150 N. 8th St., Reading, Pa.

Special Notices.

MONROE ADLER,
CIGAR BROKER.
36 La Salle St., Chicago, Ill. 6-17-he

A MANUFACTURER of a reliable 2 for 5-cent short filler cigar is open to correspondence with reliable jobbers. Address Box 5, care of The Tobacco World. 2-15-c.

I BUY jobs in cigars. Any quantity. Pay cash. Sell on commission also. Martin A. Flegenblatt, cigar broker, 144 W. 117th Street, New York City. 4-15-c

WANTED to buy some cigarmakers' tables and chairs. Address with full particulars, Hilbronner & Jacobs, 327 N. 8th St., Philadelphia. 4-15-c

Salesmen Wanted.

WANTED—Salesman, on good commission basis, to sell fine line of seed and Havana and five-cent goods in the West and also the Pacific Coast. Give particulars of former employment. Address Reliable, Box 13, care of The Tobacco World. 1-1-r.

SALESMAN WANTED—By established Philadelphia house, to sell line of seed and Havana goods in city and vicinity. Excellent opportunity for right man. Address Box 22, care The Tobacco World. 2-1-c

WANTED—First-class, experienced tobacco salesmen to represent an old-established factory, on liberal commission basis. Up-to-date brands and packages. Good territory open. Address Tobacco Manufacturer, P. O. Box No. 812, Detroit, Mich.

For Sale.

FOR SALE—By the undersigned, the executors of the estate of Henry H. Heert, deceased, for the purpose of winding up the said estate: The business and plant heretofore and now carried on under the name of Knickerbocker Cigar Factory, at Nos. 110-112 Murray Street and 166-167 West Street, New York City, Manhattan Borough, including a large stock of Havana, Sumatra and other tobaccos, manufactured cigars and tobacco in process of manufacture, tables, moulds, labels, implements, fixtures and other paraphernalia belonging to such factory, book accounts and outstandings, and the lease and good-will of such business. The business has been established for many years, and was conducted part of the time by the late Henry H. Heert alone, and part of the time by him in partnership with others, and has been well and favorably known to the trade for many years. The chief brand of cigars manufactured by such business was the "Fifth Avenue," which had and still has a large local trade. Bona fide intending purchasers will be given full opportunity to investigate the stock, fixtures and the books of account. Address all communications to J. Kantrowitz, attorney for estate, No. 320 Broadway, New York City, Manhattan Borough, or to John Lechler, No. 110 Murray Street, New York City, Manhattan Borough. Ray H. Winsten, Moses Esberg, John Lechler, Executors.

FOR SALE OR RENT AT ATLANTA, GA.—We offer for sale a large brick structure; 4 floors 50 x 100 feet, 2 floors 55 x 122 feet and one floor 30 x 30 feet; also frame outer buildings having 10,000 square feet and occupying an acre or more of ground, the whole plant being well adapted to the manufacture of tobacco, cigars or cigarettes. Wired throughout for electricity and steam-piped throughout for heat. This location is near the city of Atlanta and ten minutes' ride on the street car. This splendid plant will be sold for $33,000 on easy terms, or will be leased for $3,000 per annum. Apply Tobacco World Corporation, 102 S. 12th St., Philadelphia.

FOR SALE—Over 200 Ohio and Connecticut leaf tobacco cases with lids, ready for use, nailed up, kept in good dry place. Call, write or Bell 'phone. John C. Herman & Co., New Cumberland, Pa. 4-15-c

Foreman Wanted.

WANTED—Superintending foreman, with ability to lead, handle and get proper results from the different people in the different departments under him in a factory of 50 people. One with the ability to take care of and build up a larger force and output quickly, and properly handle larger and greater affairs in the future, if necessary. Successful by experience in all departments of inside work of cigar factory. With ability to handle in detail cigarmaking, packing, learners, stripping, selecting, casing and sweating departments with success; also good judge of tobacco. Give age, nationality by descent and references, with general outline of your experiences and with whom. Good salary with inside interest to right man. Address "At Once," Box 25, The Tobacco World, 102 S. 12th Street, Philadelphia, Pa. 4-1-c

FOR SALE OR RENT—A brick cigar factory near York, Pa., with all equipments; steam-heated elevator and sweatroom; 28 x 70, three stories with cemented basement. Apply Box 24, care The Tobacco World, 4-1-tf

Registrations concluded from page 37

JAMES CABLE:—19,962.
For cigars, cigarettes and cheroots. Registered April 8, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York, has been transferred by them to J. E. Detweiler, Red Lion, Pa., April 12, 1910.

TWO SPORTS:—19,963.
For cigars, cigarettes and cheroots. Registered April 8, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York, has been transferred to J. E. Detweiler, Red Lion, Pa., April 12, 1910.

CANCELLATION.

MAIN ISSUE:—19,782.
For cigars, cigarettes, cheroots and stogies. Registered March 8, 1910, at 9 A. M., by E. C. DePutron, Hanover, Pa.; has been cancelled April 5, 1910.

CUBAN PRINCIPE:—19,555.
For cigars, cigarettes and cheroots. Registered January 27, 1910, at 9 A. M., by P. H. Fratz, Lancaster, Pa.; has been cancelled April 4, 1910.

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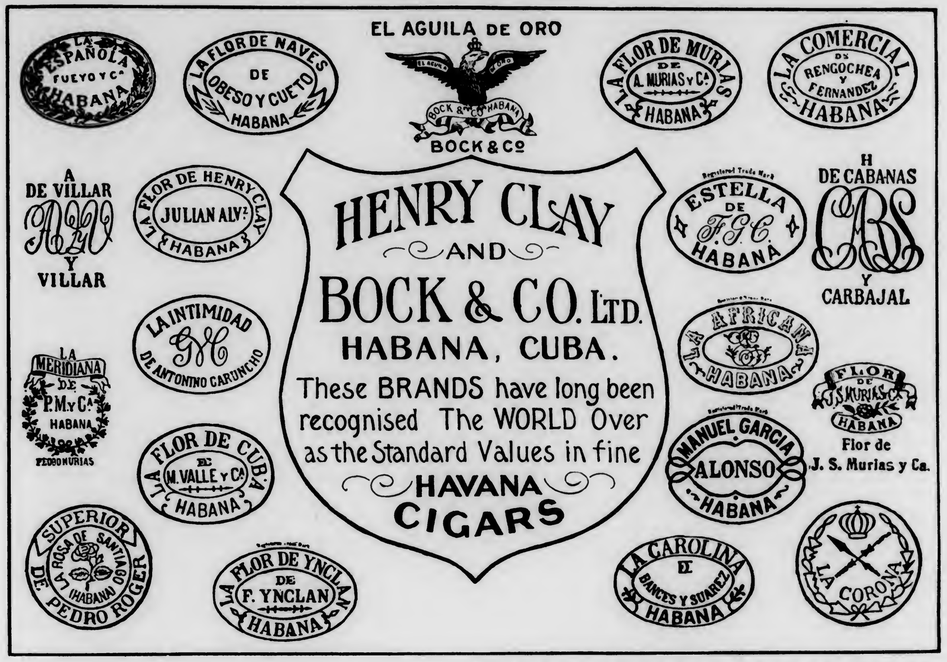

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No Better Goods Made
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Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
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They Please All Tastes

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In PARTIDOS at SANTIAGO de las VEGAS
In REMEDIOS at SANTA CLARA
In REMEDIOS at QUINTA CAMAJUANI
In REMEDIOS at SANCTI SPIRITUS

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AND REMEDIOS TOBACCO

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(S. en C.)

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Figuras 39-41, Cable "CUETARA" Havana, Cuba

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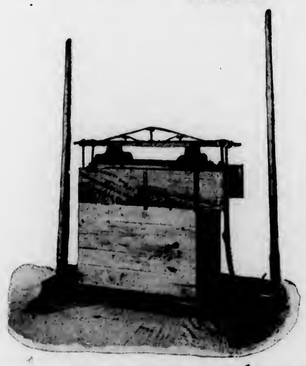

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Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN
HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

THE LEADING 5c. CIGAR

Straiton & Storm Co., New York

El Mosico

Warranted Clear Havana

Something New and Different

MADE OF ALL HAVANA TOBACCO

Looks like a 10c Cigar
Smokes like a 10c Cigar
Tastes like a 10c Cigar
And is a 10c Cigar

but can be sold for
5c STRAIGHT

The Flor de Moss

Havana Cigars Made in 12 Sizes

QUALITY ALWAYS TELLS: therefore, the "FLOR de MOSS" duplicate wherever sold. The ONLY cigar of the kind made in the United States. If you desire to increase your trade, try these two brands: "EL MOSICO" and "FLOR de MOSS," which are made by the

S. R. MOSS CIGAR COMPANY

Lancaster, Pa.

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MAY 1st
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To Raise Standard of Manila Cigar Exports—Reduced Shipment of High Grade Goods

Greater New York Retail Dealers Form Association—Officers Elected

Hartford Ready For National Cigar Leaf Association Convention

Governor Colton of Porto Rico Talks on Guarantee Stamps

Frishmuth Wins Another Point In Suit Against American Tobacco Co.

What The Jobbers Are Doing

Problems of The Retailer

Late Retail Reports

ESTABLISHED 1881

Vol. XXX No. 9

PUBLICATION OFFICE: 102 South 12th St., Philadelphia

The Newest Creation
of
An Old House

¶ Named after the great baseball premier—PULLIAM—Cigars are making a hit with the FANS, and other discriminating smokers.

¶ Backed by fifty years' experience in the Cigar business we offer a new line of five-cent goods under the name of HARRY PULLIAM. ¶ This Cigar is a combination of Havana and Seed Leaf with just enough HAVANA to give it pronounced AROMA, and just enough domestic leaf to make it very mild

¶ Our hope of success in introducing the PULLIAM Cigars is based upon the fact that we have the facilities to buy tobacco suitable to our needs in abundant quantities to guarantee uniform quality.

ROOT FOR PULLIAM It Will Increase Sales Likewise Your Profits **Remember**

PULLIAMS PLEASE PARTICULAR PEOPLE

Made by

HERMAN WARNER & CO.

YORK, PA

Established Fifty Years

Territory Open to Progressive Houses. Write Us Today

Perfect Cigar Box Lid Holder

It serves you right.

It holds the cover FIRMLY at any angle.

It prevents BREAKING of lids.

It not only holds your COVERS but also your PRICE-TAGS.

Cigar Price Tags furnished in 31 designs.

Samples free.

Profitable side line for cigar and drug salesmen.

MILWAUKEE NOVELTY CO.

392 Hanover St. **Milwaukee, Wis.**

Yes Sir, That's a Fresh Cigar

Cigars and Tobacco are always fresh. Always the same; never too dry and never too moist, no matter what the weather conditions. The reason? See this cylinder in the show case and the model in the wall case. Those are the

Aztec Clay Cigar Moisteners

That cigar dealer has made a new customer. He makes many of them every day, because **what he says is true.** We want to prove to you that it **IS** true. We will equip your cases with the **AZTEC CLAY CIGAR MOISTENERS** on 30 days' free trial, to be returned at our expense if not satisfactory. Order from your Jobber. He should handle them; but, if not, write to us.

The Chicago Commercial & Specialty Co.

427 W. 63d Street, Chicago

New York, 203½ W. Broadway **Denver, Nassau Building**

SMOKE AND CHEW THE UNITED STATES TOBACCO CO'S NORTH POLE CUT PLUG

"NORTH POLE" SMOKING TOBACCO

Read what Lieut. Peary says:

UNITED STATES TOBACCO CO.
Richmond, Va.

Gentlemen:

"I am indebted to the United States Tobacco Co., both on this expedition and on the last, for some specially packed 'North Pole' Smoking Tobacco for the use of the expedition. This tobacco was most highly prized by both members of the party and the Eskimo, and assisted materially in passing many an hour of the long, dark winter night at Cape Sheridan."

(Signed) R. E. PEARY.

1⅔oz. 5 Cents

Also packed in 3 oz. Pouches 8 oz. and 16 oz. Tins

The Only Genuine Ideal Cigar Lid Holder

The best Holder and Price Card Design in one piece ever invented. Box lids can be placed in four different angles. Keeps show cases uniform. Endorsed by the following leading cigar stores, hotels, drug stores, and one thousand other places where cigars are sold:

United Cigar Stores Co. (all stores)		Waldorf-Astoria Hotel,	New York
Manhattan Hotel	New York	Plaza Hotel	"
Cadillac Hotel	"	Hotel Belmont	"
Broadway Central Hotel	"	Imperial Hotel	"
Acker, Merrall & Condit Co.	"	Childs&Co.'s65 Lunch Rooms	"
Hygrade Wine Co., 21 branches	"	Salvador Rodriguez	"
Finley, Acker & Co., Philadelphia		Boch-Griffin & Co., Philadelphia	
R. L. Rose & Co., Providence, R. I.		Smokers Paradise Co., Atlantic C., N. J.	
May Drug Co., Pittsburg, Pa.		Lee Cahn, Cincinnati, O.	
Albert Breitung, Chicago, Ill.		J. H. Leonard, Chicago, Ill.	
Max L. Block, Houston, Tex.		The Owl Drug Co., Oakland, Cal.	
W. Goldstein & Co., Toronto, Can.		Noah-Foster & Co., Buffalo, N. Y.	
E. A. Robinson & Co., Maysville, Ky.		Industrial Cigar Mfg. Co., Reading, Pa.	
Alexander S. White, Sidney, Ohio		Boltz-Clymer & Co., San Antonio, Tex.	

Ideal Cigar Lid Holder Co.

1267 Broadway, New York

Growers and Packers of

FLORIDA TOBACCOS

WRITE FOR SAMPLES

SCHROEDER & ARGUIMBAU

178 WATER STREET, NEW YORK

The Newest Creation
of
An Old House

¶ Named after the great baseball premier—PULLIAM—Cigars are making a hit with the FANS, and other discriminating smokers.

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427 W. 63d Street, Chicago

New York, 203½ W. Broadway Denver, Nassau Building

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THE UNITED STATES TOBACCO CO'S
NORTH POLE
CUT PLUG

"NORTH POLE" SMOKING TOBACCO

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1⅜ oz. 5 Cents

Also packed in 3 oz. Pouches 8 oz. and 16 oz. Tins

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United Cigar Stores Co. (all stores)		Waldorf-Astoria Hotel,	New York
Manhattan Hotel	New York	Plaza Hotel	"
Cadillac Hotel	"	Hotel Belmont	"
Broadway Central Hotel	"	Imperial Hotel	"
Acker, Merrall & Condit Co.	"	Childs & Co.'s 65 Lunch Rooms	"
Hygrade Wine Co., 21 branches	"	Salvador Rodriguez	"
Finley, Acker & Co., Philadelphia		Boch-Griffin & Co., Philadelphia	
R. L. Rose & Co., Providence, R. I.		Smokers Paradise Co., Atlantic C., N. J.	
May Drug Co., Pittsburg, Pa.		Lee Cahn, Cincinnati, O.	
Albert Breitung, Chicago, Ill.		J. H. Leonard, Chicago, Ill.	
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W. Goldstein & Co., Toronto, Can.		Nash-Foster & Co., Buffalo, N. Y.	
E. A. Robinson & Co., Maysville, Ky.		Industrial Cigar Mfg. Co., Reading, Pa.	
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FLORIDA TOBACCOS

WRITE FOR SAMPLES

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El Wadora

CLEAR HAVANA.

Is Now and Always Will Be the Best Five Cent Cigar Made

LOOKS LIKE 15 CENTS
SMOKES LIKE 10 CENTS
COSTS 5 CENTS

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MAIN OFFICE, 515, 17, 19, 21 AND 23 LOMBARD STREET
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FIVE CENT CIGAR

PHILADELPHIA

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When a brand stands unbroken from Maine to California for forty years, there must be something in it.

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White Knight

5c. Cigar

MADE BY

NEUMANN & MAYER CO.

PHILADELPHIA, PA.

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Is An Unusual Cigar

BECAUSE

The Tobacco comes from our UNUSUALLY good plantations in the Cayey and Caguas districts of Porto Rico;
UNUSUAL care is given to the growing of this tobacco;
UNUSUAL attention is given to the delicate process of curing, sweating and conditioning our high-grade leaf;
UNUSUAL care is exercised in every process of the manufacture in our own up-to-date factories. We do not have to depend on others for our tobacco, and no one else gets the high-grade product of our plantations.

The UNUSUAL smoking and repeating qualities of **SAVARONA** back up these statements.

These are SOME of the reasons why **SAVARONA** has made such an UNUSUAL hit.

Cayey-Caguas Tobacco Company
Pronounced [KI-A-KOGWAS]
Pine Street, New York

TO THE DISCRIMINATING BUYER:

If Not!=Why Not?

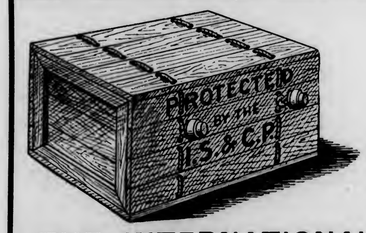
That's All!

RUY LOPEZ CA.

MAKERS OF

Only Clear Havana Cigars

New York Office: 86-88 Fulton Street



Notice to Cigar Shippers

THE METAL SEAL THAT REPLACES THE LEAD SEAL

From May 1st on, the LEAD SEAL must be replaced by a METAL SEAL on Western shipments by order of the Western Classification Committee Book No. 48, Page 50, Article 26.

We manufacture a METAL SEAL that just answers the purpose, and is by far the most effective and easiest applied SEAL ever made.

Write us at once for samples and full particulars.

THE INTERNATIONAL SEAL AND KNOT PROTECTOR CO.

1830 West Ontario St., PHILADELPHIA, PA.

If You Want
Quick Selling High Grade
CIGARS
Buy Our Lines

We have no Salesmen

Communicate direct with the factory

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Our Other Brands are Well Known

Forecaster
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Cuban Brownies

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Write for Prices. An Interesting Proposition for Jobbers

ENTERPRISE CIGAR CO.
TRENTON, N. J.

Handle the Tobacco and Cigarette which is sold FOR you as well as TO you

Spilman Mixture SMOKING TOBACCO
WITHOUT A BITE OR A REGRET

Spilman Mixture Cigarettes
DIFFERENT FROM ALL OTHERS

Write for prices and particulars. It will pay you. Agents Wanted.

E. HOFFMAN COMPANY, Manufacturers, Chicago

BEAR BROTHERS
MANUFACTURERT OF
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence Solicited
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SPECIAL BRANDS: ESSIE AND MATTHEW CAREY

FOR GENTLEMEN OF GOOD TASTE

SAN FELICE

5c A HIGH GRADE CIGAR FOR 5c

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

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Makers, : : Lima, Ohio

Something New and Different

MADE OF ALL HAVANA TOBACCO

Looks like a 10c Cigar
Smokes like a 10c Cigar
Tastes like a 10c Cigar
And is a 10c Cigar

but can be sold for
5c STRAIGHT

The Flor de Moss
Havana Cigars Made in 12 Sizes

QUALITY ALWAYS TELLS: therefore, the "FLOR de MOSS" duplicate wherever sold. The ONLY cigar of the kind made in the United States. If you desire to increase your trade, try these two brands: "EL MOSICO" and "FLOR de MOSS," which are made by the

S. R. MOSS CIGAR COMPANY
Lancaster, Pa.

Trade Bringers
"MATCH IT"
CHEROOTS
Large Size
5 for 10c
Small Size
3 for 5c

Specialists on Cheroots and Little Cigars

Send for Samples of our
HAVANA CADETS
Retail
9 for 15c

We also make the well known brands of
MANCHESTER STOGIES, BARNONE and EMPIRE WHIFFS (Little Cigars)

Manchester Cigar Mfg. Co.
118-20 South Howard Street
Baltimore, Md.

Philadelphia and Pennsylvania Representative F. B. Robertson, P. O. Box 425.

Critical Buyers always find it a pleasure to look over our samples. Samples cheerfully submitted upon request.

Packing Houses—FLORIN, PA., on Main Line of Penna. R. R., and 14 Mifflin St., LANCASTER, PA.

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Telephone 432-B P. O. Box 96

E. L. NISSLY & CO.
GROWERS AND PACKERS OF
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CIGAR LEAF
TOBACCO
FINE B'S AND TOPS OUR SPECIALTY

MILTON H. RANCK
PACKER OF
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Dealer in All Grades of
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201-203 N. DUKE STREET
LANCASTER PENNA.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

"Egyptian Lotus" Plain or cork tips. 15c per package.
"Fifth Ave" With mouthpiece, plain or cork tips. 10 per package.
"Egyptian Heroes" Plain or cork tips. 10c per package.

And other brands. All are made of pure Turkish Tobacco of superior quality. Union made. Samples and Price List sent on request.

I. B. KRINSKY Office and Factory: 227 BOWERY, NEW YORK

Michael Hose A. F. Brillhart

Dallas Cigar Co.

MANUFACTURERS OF

CIGARS

AND DEALERS IN

Leaf Tobacco

Dallastown, Penna.

WOLF BROS. & CO.

MANUFACTURERS OF A FINE LINE OF

NICKEL CIGARS

THE QUALITY AND WORKMANSHIP COMMEND THEM TO YOUR FAVOR.

THEY ARE DUPLICATORS.

RED LION, PA.

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobacco**

NOS. 49-51 WEST JAMES STREET

LANCASTER, PENNA.

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RECOGNIZED STANDARD

Thimbles made to order to fit any desired shape of cigar head

TUCK CUTTERS AND CIGAR MAKERS' KNIVES

LIBERMAN MANUFACTURING COMPANY

812-814 Winter Street, Philadelphia. Pa.

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Specially Constructed Presses for Leaf Tobacco Packers

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in Leaf Packing and Tobacco Warehouses. Hundreds in use.

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Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:. Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

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PENNSYLVANIA REPRESENTATIVE A. E. WALLICK, YORK, PA.

CIGAR RIBBONS

Largest Assortment of PLAIN AND FANCY RIBBONS

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON COMPANY

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

36 EAST TWENTY-SECOND STREET, NEW YORK

For Genuine Sawed Cedar CIGAR BOXES, Go to **Established 1880**

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.

CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.

SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

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Clarendon Road & East 31st St. Brooklyn N.Y.

Branch Office

151 East Randolph St. Chicago Ill.

Cigar Labels, Bands & Trimmings.

WM. STEINER, SONS & COMPANY

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257 to 265 WEST SEVENTEENTH STREET - - - NEW YORK

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Cigar Labels Advertising Novelties

Imported and Domestic Bands

NEW ORLEANS SAN FRANCISCO

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO CINCINNATI

Finest Imported Cigar Labels and Bands

Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

Möller, Kökeritz & Co.

25 Astor Place, New York.

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

EL CREDITO and MIRAMAR
American Clubmen's Favorite Brands

EL CREDITO DE C·R·MAURI HABANA

Trade Marks

MIRAMAR DE RODRIGUEZ Y HNO HABANA

If you want to handle a popular line of
RELIABLE HAVANA CIGARS
write for our price list.

RODRIGUEZ Y HNO.
BELASCOAIN 88c. Esq. A. Penalver
Havana

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.
NEW YORK

The Originators of the
CONDAX STRAW TIPS

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N. P. SCHUTZ'S 44 CIGARS
Made by 44 CIGAR CO. Inc. Philadelphia

"THE WORLD" SELLS ITS ADVERTISING SPACE—NOT ITS OPINIONS

The Tobacco World

Vol. XXX. PHILADELPHIA AND NEW YORK, MAY 1, 1910. No. 9.

To Raise Standard of Manila Cigar Exports.

Tobacco Association Resolves to Cut Down Shipment of Low Grade Goods—Prices Advanced.

Special Cable to "The Tobacco World."

MANILA, April 28th.

TO overcome the prejudice that has risen in the American trade against the Philippine cigars because of the recent influx into that market of millions of low grade stock, the Manila Tobacco Association at a meeting here to-day passed a resolution to confine exports to the United States hereafter to a larger percentage of high grade goods.

This association, composed of all the leading manufacturers and exporters, agreed that hereafter shipments should comprise at least 35% high grade stock, 50% medium and only 15% lowest grade. The Manila manufacturers believe that if the shipments to the United States can be confined largely to the best grade, that a more permanent market will be established and the returns prove more satisfactory to all concerned.

The association has appealed to the Government to enforce a compliance with this resolution upon manufacturers who attempt to export grades inferior to the standard now fixed. This action, it is predicted, will reduce the quantity of exports, but will raise the quality and thereby add substantially to the cigar industry here.

The revised guarantee stamp is being prepared by the local government and will shortly be placed upon all cigars exported to the United States.

During the last six months the exports to the United States have grown tremendously. As a result, prices have advanced more than 20%. At present more than 25% of the Manila cigar output is shipped to the United States.

Manila Cigar Imports' Tremendous Increase.

WASHINGTON, D. C., April 29th.

AS indicating the tremendous stimulus which the Philippine cigar trade has received through the enactment of the Payne-Aldrich tariff law, admitting 150,000,000 cigars yearly duty free to the United States, the figures just issued by the Bureau of Statistics are worth careful study.

The tariff act became effective August 6th of last year and since that time up to March 1st the value of cigars imported from the Philippines duty free amounted to $840,644. For the same period during the previous year, when Manila cigars were assessed full duty, only $2,540 worth of cigars were imported.

"Sol" Cigars at the South Pole.

HAVANA, CUBA, April 30th.—Recognition of the high merits of the "Sol" factory cigars, manufactured by Behrens & Co., of this city, has been made by the Imperial British Navy. A shipment of cigars has just been made to Captain Scott, of the British Navy, and are meant to go with the expedition which is being prepared to find the South Pole. The cigars will be used by the officers and the men of this history-making voyage, and should prove a solace to them during the long winter nights.

Greater New York Independent Dealers Organize.

Permanent Officers Elected and Plans for Great Body Perfected.

THE organizing of an association of the retail cigar dealers of Greater New York, which has been under way since April 11th, was further advanced on Wednesday evening, April 27th, when they assembled at Stuyvesant Casino. There was a large and enthusiastic attendance, and the session was continued until long after midnight.

The temporary committee on organization, which was appointed at the first meeting of April 11th, have met several times since then in an effort to work out a plan of operation. They have succeeded in arousing great enthusiasm among the local dealers, which at the last meeting resulted in the formation of an organization which in all probability will be known as "The Retail Cigar Merchants' Association of Greater New York."

Permanent officers were elected and a number of original ideas and various methods for the future welfare of the trade were discussed, among which was the matter of coupons. In an article that appeared in a recent issue of THE TOBACCO WORLD, a plan was outlined for a National Coupon Association, to be composed of independent manufacturers and dealers of all the cities of the United States.

Many of the local dealers have given this much thought, and it may be said indirectly that the present movement is the outcome of this proposition. Although not all are in favor of the coupon, it has at least brought them together for mutual protection and co-operation.

The new organization will have the support and co-operation of the independent manufacturers, and at the next meeting, the date of which will be announced later, they will be invited to attend and take an active part.

The project has now advanced to such a substantial stage, and with the assurances of such a large number as have promised to become active members, the association has a very promising future.

The membership initiation is one dollar, and while the yearly dues have not been decided upon, they will be very nominal.

Frishmuth Wins Another Point.

Demurrer is Refused the American Tobacco Company in Famous Suit.

THE demurrer of the American Tobacco Company to the complaint filed by Frishmuth Bro. & Co., of Philadelphia, charging the defendant with conspiracy in restraint of trade, and demanding treble damages under the Sherman Anti-trust Law, was denied by Judge Lacombe in the United States Court for the Southern District of New York, April 25th.

The Court ruled that he was obliged to overrule the demurrer, basing his opinion upon the precedent of the Circuit Court of Appeals, when it passed upon the suit brought by the United States Government against the American Tobacco Company.

It is understood that the plaintiff will now push the case with renewed vigor and will seek to recover the full damages resulting from the alleged acts of the American Tobacco Company in restraining them from obtaining licorice at a reasonable price.

ON TO HARTFORD! THE LEAF MEN CRY

Elaborate Preparations Made for Entertainment of Delegates to National Convention, May 9th and 10th

Mr. BENJ. L. HAAS,
President.

Mr. ALFRED A. OLDS,
Treasurer.

Special Correspondence.

HARTFORD, CONN., April 28th.

PREPARATIONS are nearly completed for the holding of the twelfth annual convention of the National Cigar Leaf Tobacco Association in this city May 9th and 10th. Delegates from the various local associations affiliated with the national body will be in attendance from all parts of the country, and the indications are that the Hartford convention will be one of the most successful from a business and social standpoint held in many years.

The convention will open in the Putnam Phalanx Hall at 10 o'clock on the morning of May 9th and continue in session until 12.30. After a recess, the delegates will reconvene at 2.00 in the afternoon and adjourn about three in order to give the delegates an opportunity to enjoy a ride in automobiles in this city and the neighboring country, winding up at the Hartford Golf Club, where they will be entertained for the evening. The plans of procedure for the second day have not yet been entirely completed. It is planned to elect officers on this day and pass important legislation. On that evening, an elaborate banquet will be served at the Allyn House to all visiting delegates and members of the local association. A stage will be arranged at the end of the dining room and a vaudeville entertainment will be provided.

Arrangements for the convention are in the hands of an Executive Committee appointed by the Connecticut Leaf Tobacco Association. Benjamin L. Haas, of L. B. Haas & Co., packers and dealers in Connecticut leaf tobacco, is president of the Connecticut Association and has appointed the following committees:

Entertainment—Fred B. Griffin, chairman; G. H. Gabb, M. L. Floyd, E. M. Hartman, William S. Huntting, W. R. Israel and W. P. Haas.

Banquet—S. Hartman, chairman; Alfred A. Olds, Colonel A. N. Shepard, Charles Soby and W. R. Israel.

Printing and Press—Joseph C. Mitchelson, chairman; L. P. Bissell, E. A. Hathaway, G. Hartman and M. C. Miller.

Music, Decorations and Souvenir—Maurice Hartman, chairman; C. C. Griswold, Harry J. Huntting, M. Steane, Jr., and W. Westphal, Jr.

Reception—E. A. Fuller, chairman; George Mitchelson, William Westphal, W. J. Gabb, A. Hartman, C. S. Griswold, M. Steane and F. H. Whipple.

Finance—Fred B. Griffin, chairman; S. Hartman, George Mitchelson, W. R. Israel and W. P. Haas.

In regard to the new officers to be elected there is considerable speculation. It is learned from New York that President J. T. Cullman, Jr., has announced that he would not accept re-election. It is also stated that Secretary Charles Fox does not desire another term. Among the names suggested as successors are A. W. Gieske, of Gieske & Neiman, Baltimore, and president of the Baltimore Cigar Leaf Association, who is spoken of for president, and W. J. Sneeringer, also of Baltimore, and secretary of the local association, is mentioned as a possible candidate for secretary.

Many friends of Benjamin L. Haas are urging him to stand for the presidency, but so far Mr. Haas has not given his consent to have his name placed for nomination.

Governor Colton Favors Porto Rican Stamps.

Will Veto Present Measure But Advocates the Passage of Less Drastic Law.

GOVERNOR COLTON, of Porto Rico, accompanied by Harrison Johnson, vice-president of the Cayey-Caguas Tobacco Co., arrived in New York last week for a short visit to the United States.

Governor Colton was also accompanied by a party of Porto Rico's most prominent public and business men, who formed a delegation to visit Washington to confer with the Congressional Committee regarding the Olmstead bill. This measure, among other features, proposes to grant limited citizenship to the Porto Ricans, and if passed, it will mark an important epoch in the advancement and development of that new colony.

It is learned that Governor Colton, although favoring the idea of having gurantee stamps for the various grades of Porto Rican cigars, coincides with the cigar manufacturing interests that the measure, recently passed by the Porto Rican Executive Council or Assembly, is a little in advance of the times and too drastic. He has been appealed to by enormous manufacturing interests to veto the present measure and will, no doubt, accede to their desires. However, the guarantee matter will not stop there, as another measure will be prepared covering the subject in a manner satisfactory to all interested, and giving the manufacturers ample notice as to its provisions.

Mr. Johnson is heartily in favor of the Porto Rican guarantee stamps and agrees with Governor Colton that the matter should not be ignored.

The Jobbing Trade in Richmond.

Good accounts in the main have reached us from Richmond during the past month concerning the wholesale tobacco, cigar and cigarette trade. Richmond-made goods of all kinds, it is claimed, have gone during the past month to every State in the Union and to nearly every civilized country on the globe. The export business on these lines was unusually active, according to the Richmond papers.

Nebraska as Cigar-Making Factor.

A SUMMARY of the cigar output in Nebraska for the year 1909 has just been completed by the Revenue Department and shows that 28,756,176 cigars were made in that State in 281 factories. This represents an increase of 235,000 cigars over the previous year. Fifteen million of the cigars were produced by fourteen factories and there was consumed some 535,473 pounds of tobacco. The most important cigar manufacturing cities rank in order as follows: Hastings, Omaha, Grand Island, Fremont, Superior and Lincoln.

Bradley to Sell Roig Cigars.

Joseph H. Bradley, who has been in business for himself at Atlantic City, has just been engaged by the firm of Antonio Roig & Langsdorf in Philadelphia to represent their lines in Atlantic City and South Jersey. Backed by his progressive firm, Mr. Bradley expects to make a vigorous campaign by introducing Roig cigars at all the seashore resorts. He has a fallow field and his prospects are most promising.

The Gessler-McKinnon Company has been incorporated at Chicago with a capital of $25,000 to manufacture and deal in cigars and smokers' articles by Samuel Gessler, Leo J. McKinnon and William D. Rosenberger.

Will English Tobacco Duty be Reduced?

As a straw showing which way the wind is blowing, one of the largest tobacco houses in London has just sent out circulars to the trade announcing a reduction in prices in anticipation of an early reduction on tobacco duty. When interviewed, a director of the company declined to divulge upon what facts the action of the firm was based.

Among the visitors in the trade, in Philadelphia, this week, was B. M. Kratz, of George S. Miller & Co., Pottstown, Pa. Mr. Kratz stated that he was just completing preparations for a two weeks' trip to the coal region of Pennsylvania, where the firm already has considerable business, but which Mr. Kratz feels confident can be materially increased.

Mr. MAURICE HARTMAN, Secretary

Mr. JOS. C. MITCHELSON, Vice President

Officers of the Connecticut Leaf Tobacco Association

WHAT THE JOBBERS ARE DOING

The new cigar jobbing firm of W. M. Siers Cigar Company, at 110 E. Market street, Wilkes-Barre, Pa., report substantial progress in its new undertaking. W. M. Siers, the head of this house, is a veteran in the cigar trade and has for many years represented a number of manufacturers of Pennsylvania and elsewhere in several States. He will continue his brokerage business as before, but is also devoting some time to active direction of the new enterprise. In addition to the special agency of a large line of goods, it is the intention of this house to also add a line of advertised brands to their stock.

Quite an active business is being done on the "Bingo" Porto Rico cigars of the American West Indies Trading Company, by B. Lett & Co., distributors of this brand in Boston. The goods are being placed quite largely through the druggists of the city, and window displays and other means are being used to help the sale.

Out in St. Louis the Barthel Cigar Company is doing a very nice business on the "El Palencia" clear Havana, and "El Merito" nickel cigar, made by Boltz, Clymer & Co., of Philadelphia. The firm has just received its initial shipments of the "El Palencia" cigars from the manufacturers' Tampa factory.

Rosenthal Bros., of New York, are making a successful distribution of their "Bulletin" five-cent cigar in the Northwest through the Hart Cigar Company, their distributors at Portland, Ore.

After returning from an active campaign at Louisville, Ky., Charles Straus, a Cincinnati jobber, has left to spend the summer at Baden Baden.

Angel Horner, of the wholesale grocery and cigar distributing house of Henry Horner & Co., of Chicago, Ill., died suddenly at Bremen several weeks ago, while in the act of going ashore from the steamer "Princess Cecelia", upon which he had sailed to Europe about a week previous. The body was taken charge of by the steamship company and returned to the States on the same steamer, and soon after the arrival of the body in Chicago interment was made from Mr. Horner's late residence.

An entertaining dinner was given at Kansas City recently upon the occasion of a visit of F. C. Clements, of W. K. Gresh & Sons, of Norristown, to the Kansas City Cigar Company at Kansas City. The dinner was given by F. F. Cosgrove in honor of Mr. Clements' visit, and all members of the Kansas City company were present. Mr. Cosgrove is the Western representative of the manufacturer.

After a two weeks' trip through the Southwestern States, S. G. Stickney, of the cigar house of William A. Stickney Cigar Company, recently returned to the firm's headquarters in St. Louis.

S. E. Robinson has opened a new cigar and candy store in the new Robinson block on North street, Pittsfield, Mass., which seems to possess all the essentials of a first-class shop. It is one of those popular places where ladies and gentlemen of refinement are invited to deal, there being candy, soda and cigar sections; also waiting and lunch rooms. There are also sleeping, assembly and smoking rooms above.

The Don Alvar Cigar Company has been incorporated at Astoria, Ore., by J. Strauss, F. M. Hanlin and Mrs. R. Strauss.

TWO CIGAR MEN UP IN THE AIR

Wise salesmen never go up in the air, but there are times when it is a pleasant and excusable sensation to take a flyer. Here you behold George M. Lewis, of the American Cigar Co., and C. A. Barnes, representative of the Klauber-Wangenheim Co., of Los Angeles, Cal., sailing among the clouds at Ocean Park, Cal. They had just completed a splendid campaign on the "Chancellor" cigar, during which they placed this brand with one thousand dealers in Southern California for the Klauber-Wangenheim Co., and were naturally in high spirits. They prudently waited to go up in the air until they had closed all their business deals, then went sailing away looking for new worlds to conquer. Such good work certainly entitled them to a ride in the best wagon on the earth, or for that matter, in the air!

Superb Mahogany Exhibition Case of the Castaneda factory now on display at Buenos Ayres Exposition.

A similar case is also being now exhibited at Brussels.

New York Office for Castaneda Factory.

A New York office has been opened at No. 3 Park Row, New York, by Dave Echemendia, who is the general representative in the United States for the widely known Castaneda factories of Havana, Cuba.

Recently Mr. Echemendia entertained Mr. C. P. Claxton, of London, England, who represents the principal stockholders of the Castaneda factories in Great Britain. This line is already well known in the States, and under the able direction of Mr. Echemendia, their further exploitation will no doubt progress rapidly and the account will doubtless prove a valuable acquisition.

THE TOBACCO WORLD will be pleased in its next issue to publish a likeness of this well-known cigar man, who has had a valuable experience with Cuban cigar factories.

P. Rodriguez to Visit Europe.

Mr. P. Rodriguez, of the Havana cigar manufacturing firm of Rodriguez, Arguellas y Ca., makers of "Romeo y Julieta" cigars, arrived in New York Tuesday last, and after several important conferences sailed Saturday, the 30th inst., for Europe on the steamship "Amerika." He is expecting to remain abroad until next November and will spend considerable time in France.

Schiffer-Stein Nuptials.

Mr. Jack W. Schiffer, of the United Cigar Manufacturers' Company, of New York, was married this week to Miss Edith Stein, daughter of Mr. and Mrs. Marcus Stein, of No. 34 E. Seventy-second street, New York. The wedding took place at Sherry's and was followed by a reception. The couple left on a trip in the South.

Theodore Garbade, of the H. Upmann factory, who arrived in New York on April 22nd, made a very limited stay. He returned to Havana on April 28th.

Cigarmens' Candidate Wins at Tampa.

TAMPA, FLA., April 28th.—Backed by virtually the unanimous support of the cigar manufacturers and business interests here, D. M. McKay, editor of the *Tampa Times*, was nominated on Tuesday at the primary election for Mayor of this city. Mr. McKay won by the close majority of 136 votes over his competitor, W. H. Frecker, who was supported by the corporate interests and the local political organiation. The election of Mr. McKay is now conceded and it has been a most welcome victory for the cigar interests here.

John A. Mohlenhoff, a twenty-three-year old chap, has been making trouble in Baltimore and elsewhere by the use of bogus checks. Joseph R. Miller, general sales agent for the Christian Paper Company, of St. Louis, was among his victims. He had even impersonated Mr. Miller, and in this way obtained $75.00 from a party at Cumberland and like amounts from various hotels. Mohlenhoff was arrested and jailed at Baltimore on April 20th.

Steary & Gougousis, 27 Oak street, Haverhill, Mass., are moving to the McCarthy Building, 61 Essex street, where the whole top floor will be used as their factory. They will employ ten cigarette workers and make 10,000 a day. The firm claims to own land in Calonica, Turkey, where they grow the finest brand. Their cigarettes are named "Majid" and are forging ahead.

The New York offices of F. Rodriguez y Ca., also those of B. Diaz & Co., after May 1st will be located at 91-93 Wall street.

OBITUARY

Death of Francis Shields

This well-known tobacco manufacturer died at his home in Albany, N. Y., April 17th, aged eighty-eight years. He was the head of Francis Shield & Son, a tobacco house founded sixty years ago by Adam Shields, father of the deceased.

The Albany papers speak in the highest terms of Mr. Shields' career and of his character as a citizen and business man. He was regarded, indeed, as a public benefactor and one of his foremost thoughts was to relieve the suffering and to aid and encourage those about him.

The venerable manufacturer is survived by his widow and two children, Francis A. Shields, his partner, and a daughter, Mrs. Thomas F. Woods, both of Albany.

James Ertheiler, one of the best known leaf tobacco dealers of New York City and a member of the firm of M. Ertheiler & Son, died recently at his home in New York, after an illness of only a few months. Mr. Ertheiler was a son of the late Moritz Ertheiler, who was a distinguished character in the trade until his death in 1895. Mr. Ertheiler was a brother of the late Philip Ertheiler, who was formerly in the cigar business in Philadelphia. He was 59 years of age and is survived by a widow and a daughter.

Henry H. Miller, a leaf tobacco jobber at Lancaster, Pa., died last week at his home in that city at the age of 63 years. His death was due to Bright's disease and from which ailment he had suffered a number of years. He had for a long time been identified with the Lancaster tobacco trade and was formerly in partnership with J. W. Duttenhoffer, also a leaf tobacco dealer at Lancaster, but which partnership was dissolved nearly ten years ago. During the past two years, and owing to Mr. Miller's severe illness, the business was practically conducted by his son, Haldy Miller, and who it is expected will continue.

PROBLEMS of the RETAILER

Heart to Heart Talk With Clerks.

DURING my twenty years' experience and some prominent connections in the trade, it was my privilege to come into pretty close personal contact with cigar store clerks, and the following dissertation is given as a result of my reminiscences:

The one thing which I found a little more interesting than some other things was a study of the habits of the average cigar store clerk. I have observed that some men are confining their business habits and I was able to discern a difference between their business habits and their purely personal habits—to business hours. An effort to acquire ideal business habits is most commendable and the clerk who has an opportunity of improving in that direction may well congratulate himself. The well regulated store is necessarily conducted along the lines of a practical basis, and, therefore, it often become virtually a business college to the clerks employed therein, for they will acquire business habits and will also be watched in their efforts to carry them out. The only real difference is that in college we get the theory, in business we get the necessary practice of the real thing. As the professor in the college corrects one's faults, so will the proprietor of the correct store correct one's business methods. But there is another advantage if the clerk is sufficiently comprehensive and will carry the good habits thus formed outside of the customary business hours. If he chooses to apply it, he will find that his business training can be carried effectually to his home life and his social life—in short, it can be made a character builder. There is no telling but what some day he may gain prominence in a social or business way in other connections, and that is where his earlier training will tell and where he will have to put it to use.

The Repulsive, Dingy Store.

THE following narrative, which appeared in House Organ of a well known New York mercantile establishment, and which is published periodically but regularly, is so striking that we believe the average retail dealer will read it with much enjoyment and benefit. It was as follows:

"My friend and I turned off the avenue and walked down a side street. About halfway down the block my friend stopped and began to fumble in his pocket.

"'Well,' he said, 'I've got to go back to the avenue again. I thought I had some cigars, but I'm all out—and I want a smoke.'

"'Why don't you go in there,' I said, pointing to a little cigar store opposite us on the other side of the street.

"'Go in there!' said he. 'Do you suppose I'd buy a cigar in that place?'

"'Well, it does look a little dingy,' said I.

"'Dingy!' he exclaimed. 'Why, I wouldn't buy a pair of socks in that place let alone a cigar—something I have to put in my mouth.'

"I wonder how many times a conversation like this happens? Why is it that cigar store proprietors will let dust settle and cobwebs grow in a show window? Why do they allow dirt to collect so thickly on the window panes that you can hardly see through them, and fill their windows with ugly circus posters and handbills that have nothing to do with cigars?

"Of all the retail shops in existence, a cigar store should be the neatest, cleanest, and most attractive. The show windows should be especially inviting, as they are really the drawing cards of business. You wouldn't pay much attention to a real brilliant business man should he approach you dressed in rags with his face unclean, covered with a six or seven days' growth of beard, with hair uncombed and his feet sticking through his shoes. And yet, twenty-five per cent. of the small cigar stores you see on the avenues and side streets are dressed in as unpromising a fashion. No matter how good the cigars they sell or how careful they are in buying tobacco, proprietors of such shops will never get anywhere.

"Therefore, we urge the cigar dealer to pay more attention to the appearance of his place. Get a fresh sign over the door; paint up the old Indian; clean the windows until they shine like a negro's heel; tear out the handbills and posters and build up a tastily arranged and inviting pyramid of cigar boxes and tobacco. Don't allow any dust or cobwebs to drape themselves over the display. Make things look neat and you will do more business. A good front is as necessary to a cigar store as it is to an individual."

Two-Minute Chat With Retailers.

IT would be highly gratifying to me if I could impress more forcibly upon the retailer the value of self-respect. But it seems to me that only too many are forgetful when they indulge in gossip and talk about their competitors. There is an old axiom which says: "A wise man talks about the virtues of that which he has to sell; a vain man talks about himself, and a fool talks about his competitors."

No one has really ever benefited a farthing by indulging in any adverse criticism of the competitor. There is something good about almost any man, and although your competitor may pursue tactics which, while they may not be agreeable to you, if not actually harmful at times apparently, yet you cannot remedy his methods by talking ill of him. If anyone insists upon telling you what he is doing, it is a good policy to listen to it all and then when it comes time for you to express an opinion, better pass the matter over as of little consequence and endeavor to interest your visitors in what you may have to sell.

So long as you have the attention of your customer, you have a decided advantage over all competitors, and it would seem to be a plain duty which the retailer owes to himself to fill his customer's ears with that kind of information which will convince him that he must buy the identical thing which he is being offered, not only because it will exactly fill his needs, but because he wants to buy it of you, and in that way you get the benefit of his trading. Such a feeling as this, everyone who sells goods should really strive to create. It matters not what your competitor may say, but when once you create that feeling you can more readily succeed in accomplishing your object. It will be far more profitable to forget all about your competitor and let himself take care of himself while you are landing the orders.

Burglars entered Charles Marshall's tobacco and candy store on Washington street, Waterloo, N. Y., recently and stole a small lot of plug tobacco and cigarettes; also eight cents from the cash register. One thousand 10-cent cigars were left untouched.

Late Retail Bulletins

H. Schuer has succeeded C. C. Glendacks as a cigarist at Anacortes, Wash.

J. J. Rowe has succeeded to the retail cigar business of Rowe Bros., at Ferndale, Wash.

The Camden Cigar Company will shortly move to new quarters in Elm street, Bangor, Me.

E. H. Ostrander has sold his cigar store in Montgomery street, San Francisco, to Fred Bates.

The Edwin Cigar Company has opened a branch at 242nd street and Broadway, New York City.

E. Blodgett has succeeded to the business of the cigar firm of Blodgett & Allen, at Spokane, Wash.

Henry Straus, of Fifth and Walnut streets, Cincinnati, has secured a three years' extension on his fine corner for cigars.

Walter Sawyer has purchased the cigar store of the Church Tobacco Company at Muncie, Ind., which recently went into bankruptcy.

L. H. Stradley, of the Stradley Cigar Company, at Indianapolis, Ind., has taken over the cigar stand in the Wayne Hotel, at Ft. Wayne, Ind.

The Hemenway & Moser Company will open another retail store in Ogden, Utah, which will be conducted in conjunction with their Salt Lake City establishment.

The Mutual Cigar Company, at Buffalo, N. Y., was one of several concerns badly hurt by fire on April 16th at 253 Main street, adjoining the Academy Theatre.

The new retail branch of the Wm. A. Stickney Cigar Company, in the Times Building at St. Louis, has been formally opened. Arthur Reed has been placed in charge.

The Traders' Cigar Store Company, of Spokane, Washington, has been formed with $5000 capital. G. Frederickson, R. N. Williams and Harry Rogers are incorporators.

Mr. London, formerly in the employ of M. A. Gunst, at San Francisco, has purchased the cigar business of F. L. & A. G. Hatfield, at 105 Montgomery street, San Francisco.

The Midget Cigar Company, Peoria, Ill., is now in its second big down-town retail store, that was formerly the old Huber drug store. It has been handsomely remodelled.

The building occupied by the Rosenstein Cigar Store on Broadway, Butte, Mont., was sold recently for $15,000. No intimation was given that the Rosenstein store was to vacate.

A new retail cigar business has been incorporated at Troy, N. Y., under the name of Noble T. Jackson Company; capital stock, $4000. The incorporators are Noble T., Mason, A. and Jerome A. Jackson.

The New American House, at Boston, Mass., has taken over the cigar stand formerly conducted by C. Baker. Mr. Baker has, however, leased a store opposite the hotel and will continue business there.

At Cleveland, Ohio, the Buxbaum-Friedlander Company was recently organized with a capital of $7500 to deal in cigars, tobacco, etc. The incorporators are L. Buxbaum, W. J. Buxbaum, J. Friedlander and Sam Mertz.

Ludwig Lewis & Co., of Pine Bluff, Ark., have incorporated to sell tobacco, stationery and soda water, with a capital of $10,000. The officers are J. Durham, president; H. W. Luckett, vice-president; J. N. Lewis, treasurer.

William J. Olson, who formerly had a cigar store on Second street, Kewanee, Ill., is now traveling for a Burlington, Iowa, cigar company. He has not sold his store, but has put a manager there and will travel from preference.

A new cigar store is being opened in the Hippodrome Building, in Cleveland, O., by the Pyle & Allen Company. The establishment is to be made one of the most beautiful in the city and the location is regarded as being very excellent.

The United Cigar Stores Company have opened a handsome branch store in the Shannon Building annex, Norwalk, Conn. Fine mahogany cases have been installed and the prospects are encouraging. M. J. Hanrahan, of New York, is manager.

A new cigar stand will be opened about July first in the Schulein Block in Pierce street, Sioux City, Iowa, by Charles E. Thornburg. A stand is already being conducted by him in the West Hotel and through which he has gained considerable local prominence.

The Barksdale Cigar Corporation has been organized at Roanoke, Va., with a maximum capital of $5,000 and a minimum of $500 to deal in cigars. The officers are J. P. Woods, president; A. K. Eakle, vice-president, and Peter Barksdale, secretary and treasurer, all of Roanoke.

Charles E. Thornburg, in business in Sioux City for sixteen years and having a cigar store in the West Hotel, will instal a new cigar store on Pierce street, leasing a portion of the Schulein block. He will have up-to-date accessories and his cigars will be displayed in "Opal Onyx Humigars."

Sig. Cahen, a cigarist formerly located at 39 Montgomery street, San Francisco, recently acquired a new store at 71 Ellis street, where he has opened a handsome store. The latter premises are in the down-town theatre district and it enables the proprietor to cater to the night trade. In addition to a line of fine cigars, he will also carry pipes and smokers' articles.

New Factory for Pittsburgh.

A new cigar factory building is being erected at North avenue and Esplanade street on the North Side in Pittsburgh, which when completed will be occupied by W. D. Sharpe Cigar Company. The premises were formerly the Third Ward schoolhouse, and the new, up-to-date factory is being built to replace an old one.

The Oldest Twist.

The State of Missouri, it is said, can "show" you the oldest twist tobacco possible anywhere in the Southwest. The twist in question was grown in 1877 by M. S. Grissom near Salisbury, which makes it thirty-three years old. In 1881 he took it to Colorado. Grissom has sampled it at times and says it has improved with age.

A tobacco pipe factory in Olean, N. Y., employing 50 hands, will enlarge its plant and double the number of its employees. When changes are made 10,000 pipes a day will be turned out.

THE Smoking Marathon recently held at Cornell University under the auspices of the Town and Gown Club, developed a new champion of the cigar. It was a strange endurance test, in which there were twenty-five entries. Each entrant was provided with a club size five-cent cigar and the prize was to go to the one who could smoke the longest without relighting. At the end of fifty minutes most of them had retired, but a professor of law lasted for seventy minutes, with two other professors closely at his heels. It was then that Professor T. Munroe took the lead and kept on puffing his cigar until it was so small that it had to be held with a toothpick. It was eighty-five minutes before he had consumed his cigar.

Why not establish a chair of "Smokology" in every college?

* * *

I guess there is no other place in the world wherein more valuable or curious articles are offered for sale under the hammer than the famous Chrystie auction rooms in London, and it makes little difference whether they are selling a Peachblow vase, one of Corot's masterpieces, or an old sofa, there is always a crowd present, which includes not only the regulars but visitors from all quarters of the globe.

They held a sale at Chrystie's last week, which included among other lots, the effects of the late English comedian, Lionel Brough, who was regarded in London much like we do Willie Collier over here. One of the most interesting articles of Mr. Brough which was sold was a Sheffield plate cigar box, decorated with bacchanal subjects. It was knocked down for $125.

The value of this box was due to the inscription on the lid, which read:

"Presented by Abraham Lincoln, President of the United States, to Professor Anderson as a mark of appreciation of his talent, displayed at the White House in 1863."

I should like to have known Professor Anderson. Was it not a great privilege to have entertained the mighty and beneficent Lincoln during those heart-breaking days of '63, and to have received this gift from his own hands?

What a story must lie back of this article, and how I wish Brough had left some facts concerning it.

* * *

It frequently requires a vast amount of tact on the part of the retail cigar dealer to handle customers. A case where diplomacy corrected an evil which was proving a serious menace to business, recently came under my observation.

In one of the swell cigar stores in a suburb of Philadelphia recently, it was the custom of a near-by resident, who spent much of his time in an automobile, to drop into the store with his fingers all smudged with grease and oil, pick up a box of cigars, walk over to the door, fondle several of the cigars and eventually pick out the one he desired. The result was that the greasy fingers tainted the remaining cigars and made them unsalable.

The cigar merchant stood for this just as long as he could, and eventually several of his patrons called his attention to the fact that the automobilist was spoiling more cigars than he bought.

The retailer bided his time, and one day Mr. Automobile-man appeared, smudged as usual, and was about to handle the cigars. The retailer stepped up and said, "I beg your pardon, sir, but I wish you would not pick up those cigars with those dirty hands. It may be thoughtlessness on your part, but I know you have spoiled many a cigar."

Mr. Automobile-man was taken abashed, apologized and offered this explanation: "I know it may seem strange to you, but the reason I have always taken the box to the light and picked them over, was that I was in search of a wrapper that was shaded."

Thereafter, the retailer himself went over his stock and selected a box of shaded wrappers which he kept exclusively for Mr. Automobile.

And he kept the trade!

* * *

A funny little story comes from 'Frisco of how Dillon and Snowdon fell into distress for some cigarette tobacco at midnight after donning their pajamas. Dillon produced the cigarette papers, but he found, alas, that he had but enough of the weed for one "pill." This he did not reveal to Snowdon and he conceived the idea of locking himself into a closet while rolling his precious little dope. Snowdon saw that he was put to the bad, but when Dillon sought release from the closet things were different and a cry of horror issued from his cell. He had broken the key for the lock and the combined efforts of the two contortionists (they were vaudeville actors) was of no avail in opening the door. As the closet was a 3 x 3 affair, there was danger of Dillon smothering, so the hotel clerk and a newspaper reporter, who was in the office when Snowdon cried for help, rushed up to the room fearing that a tragedy was in progress. "Finale"—When the closet was opened, Dillon was found with his cigarette intact; Snowdon took possession of the precious smoke, lit it and calmly blew rings about Dillon's head as he adjusted his pajamas.

* * *

We notice that the Cigarmakers' Union of St. Louis are pale around the gills lest the State should go for prohibition at the November election. E. J. Nagel, president of the union, at a recent big meeting urged quick action against saloon closing. The president said that cigarmakers generally should be united against prohibition. He also disclosed the fact that it had been hard work to get them interested.

This leads us to remark that we are of those who are unable to discern any close alliance between the tobacco and whiskey trades. We are quite aware that liquor saloons are big distributors of tobacco, but we are by no means sure that less tobacco would be consumed if the saloons were shut tight. The craving for liquor and tobacco by no means go together, nor is one dependent on the other. If the people were to vote on the question as to whether there should be prohibition of liquor or tobacco, they would say "Let the liquor go." This would result, in our opinion, in a greatly increased consumption of tobacco and a bigger business for the stores doing a strictly tobacco trade.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

The Congressional Committee of Investigation as to the increase of living expenses received something to make them think and smoke awhile from Joseph Cury, president of the Peoples Tobacco Company, of New Orleans, when he called their attention to the increased tax on tobacco and the cheaper class of cigarettes.

Tremendous Burden of Tobacco Tax.

President Cury in his memorial to the committee cited the fact that the advance on the class of cigarettes used by the people at large would be more than 100% after July first, and that tobacco most used by workingmen would be advanced 30% in cost with the new tax effective. The memorial contends that tobacco and cigarettes of the kinds on which the tax raises July first are an absolute necessity to the working classes and they should not be discriminated against any more than should food stuffs. "It is wholly a poor man's tax, this of next July first," says Mr. Cury, "and fine cigars and fancy cigarettes which are luxuries strictly are not disturbed."

The memoral prays that no tax at all should be levied July 1st, 1910, and if further tax must be levied on tobaccos, it be done after the prosperity of the country will allow of an increase.

It is gratifying to realize that when a State of these United States fails to protect its citizens and permits mob violence to take the place of law, that the hand of the Federal Government can be stretched out in behalf of peace. This is strongly illustrated in the case of the eight Burley tobacco ruffians in Kentucky who have been indicted and found guilty of night-riding, and sentenced to various fines ranging from $100.00 to $1,000.00 They were charged really with violating the Interstate-commerce Law by conspiring in restraint of trade. This found expression in night violence and in arson, which terrorized the tobacco region.

Uncle Sam and His Big Stick!

Concerted effort is being made at important points West to deter boys at school and boys at home from using tobacco in cigarette form.

The Agricultural College of Kansas has been lecturing and experimenting on these lines, and their verdict is that a boy is badly handicapped who becomes a victim of the wed in his youthful days.

Tobacco and the Boy.

THE TOBACCO WORLD has decided views on this subject and they are in accord with the Kansas college. Boys of tender years should be kept from tobacco in any form, just as they should from whiskey or lying or stealing or any habit which tends to lower the human standard. Different songs are sung to children from those sung to men. Cigar stands should not sell cigarettes to boys or to girls. They should not be tolerated around cigar stores, and with reasonable precautions there need be no wide prevalence of the cigar andcigarette habit among the youth of the country.

The American newspapers gave much of their space on the 22nd day of April to the life and deeds of Samuel Langhorne Clemens, known all the world over as Mark Twain, the humorist, satirist, philosopher, and—cigar smoker.

Death of Mark Twain, the Smoker.

For twenty-five years Mark Twain has been a picturesque figure, his hair and beard whitened by age, his figure unbent and unbowed, though buffetted by all sorts of storms, especially those of a financial kind.

It is Mark Twain, the smoker, that we are most interested in. Though he died at the tender age of 75 years, he was one of the most "horrible examples" that has thrust itself across the pages of history as a nicotine victim, which is to say that nobody knew that Mark Twain was a nicotine victim, though he did not hesitate to say so himself.

To the end he was interesting, picturesque, fascinating. Boys could read him and laugh, maidens be thrilled with love stories, old age would sigh and weep as they read of the light of other days. As a humorist he was unique, infectious, original, yet engaging because easily interpreted. He was thoroughly manly in his instincts and noble in his attributes.

It is certain to be recalled that Mark Twain was for more than 50 years an inveterate smoker, and the first conjecture of the layman would be that he had weakened his heart by over-indulgence in tobacco. Doctor Halsey, his physician, says that he was unable to predicate that the angina pectoris from which Mark Twain died was in any way a sequel of nicotine poisoning. Some constitutions, he said, seem immune from the effects of tobacco. Twain was one of them. Yet it is true since his illness began the doctors had cut down Mark Twain's daily allowance of 20 cigars and countless pipes to four cigars a day.

No deprivation was a greater sorrow to him. He tried to smoke on the steamship while returning from Bermuda, and only gave it up because he was too feeble to draw on his pipe. Even on his deathbed, when he had passed the point of speech and it was no longer certain that his ideas were lucid, he would make the motion of waving a cigar, and, smiling, expel empty air from under his moustache still stained with smoke.

From The Tobacco World Bureau, 910 Hartford Building, New York.

First Dividend for Hillman Creditors.

THE Creditor's Committee of the A. H. Hillman Co., the New York jobbers, now in liquidation, have declared a first dividend of 25%. Checks for his amount were mailed during the past week to the various creditors whose claims have been proved. There are some outstanding accounts still uncollected, which are slowly coming in and which will eventually provide for another dividend.

Mendel & Co. in New Factory.

Joseph W. Mendel, of Mendel & Co., returned to New York recently from his trip through the West and Pacific Coast. He had been away about three months, and during that time he had an opportunity to come in close touch with his trade in that territory, and many large orders on the "Flor de Mendel" and other brands have been the result.

He remained in the city only a short time and on April 25th went to Boston, where he met his New England salesman. Their new brand, "Edna Wallace Hopper", has met with immediate favor, which is evidenced by the re-orders now coming in.

May 1st will mark a new era with this house, as at that time they will occupy their new factory at 202-204 East 100th street. The building has five stories with basement and subbasement and modernly equipped to date.

M. F. Robinson Retires.

Maurice F. Robinson, "Bobby," of the firm of Storm, Robinson & Co., 61 Warren street, New York, is retiring from the firm. He has not as yet made any definite plans for the future. In the meantime he will make an automobile trip for a couple of weeks, touring the Adirondacks and New York State.

Mr. Robinson has been associated with the firm of Storm, Robinson & Co. since its formation in December, 1908. His retirement will in no way affect the policy of the company, which will be continued as heretofore under the same firm name. Their leading brand is "La Sonida."

Mr. Schinasi's Extensive Tour.

After a pleasant four months' trip to Europe, in which he visited all the important points of interest, accompanied by his wife, S. Schinasi, of Schinasi Bros., cigarette manufacturers, has returned to New York. Mr. Schinasi was much benefited by his trip abroad and returns to business with renewed vigor.

Dunn to Build New 100,000-a-Day Factory.

ERECTION of a new factory, having a capacity of 100,000 cigars a day, has been started by T. J. Dunn & Co., at Coplay, Pa. The new factory, which is to be of brick, will be four stories in height and have a basement 50 x 100 feet. The present factory has 35,000 a day capacity, and when the new structure is completed it will be converted into a stripping department. The avalanche of orders for the "New Bachelors", which has been overtaxing the Dunn facilities, necessitated the erection of this immense new plant.

The H. N. Gitt Company Formed.

An application has been filed at Albany for a charter for the H. N. Gitt Company. The capital stock of the company is named at $10,000, which, by the way, is merely nominal, and the value of the assets and businesses to be atken over by the new company will, it is believed, exceed $1,000,000.

This action is the outcome of the recent litigation in the affairs of Loeb & Co., and the new company, which is virtually a holding company, is to take over the affairs and business of Loeb & Co., as well as those of other concerns involved, which includes: The American West Indies Trading Company, of New York; The Centennial Cigar Company, at Centennial, Pa.; The E. M. Brasch Cigar Company, at Lancaster, Pa.; The Keystone Cheroots Company, at Hanover, Pa.; as well as the personal assets of H. N. Gitt, in accordance with an arrangement said to have been practically consummated between the firm of Loeb & Co. and its creditors. In the papers filed the following officers are named: President, George Shaw; treasurer, Aaron J. Bach; secretary, Joseph Byrne.

The Board of Directors is composed of the following gentlemen: George Shaw, president of the Western National Bank of Philadelphia; Joseph Byrne, cashier of the Merchants' National Bank of New York; N. M. Markwell, of the banking house of Markwell & Springer, of New York; J. W. Farrell, of Wilde, Farrell & Co., Boston, Mass., and Aaron J. Bach, of the leaf firm of Elias Bach & Sons, of New York. Mr. H. N. Gitt has been appointed general manager of the company.

A New Cigarrette—"Egyptian Lotus".

I. B. Krinsky, a manufacturer of Turkish cigarettes, 227 Bowery, is placing on the market a new brand called "Egyption Lotus." Mr. Krinsky has been manufacturing Turkish cigarettes for the past 22 years, his leading brands being "Fifth Avenue" and "Egyption Heroes", which have a large sale in the East and Middle West. They are made of pure Turkish tobacco of superior quality, with plain or cork tips, as is also the new brand "Egyptian Lotus."

"United" Protests Tax on Manilas.

Strong Fight Being Made to Have Duty Rescinded on Cigars Trans-shipped at Hong-Kong.

A DECISION is expected shortly in the appeal made by the United Cigar Stores Company from Collector Loeb's now famous decision that cigars from Manila, which were trans-shipped at Hong Kong, are not to be admitted free because they were not shipped direct.

The final hearing in the case was held last week before General Appraisers Waite and Hay, of New York. Attorney Max F. Kohler represented the United and Charles D. Baker the Government.

The facts on which this suit is based are familiar to the cigar trade of this country. The law admitting Philippine cigars free provides that the goods must come by direct shipment, which clause was construed to mean "a continuous voyage and in one bottom." The United's first shipment was sent from Manila to Hong-Kong and there transferred to another ship, which landed the goods at San Francisco. This consignment was admitted free by the Customs officials, before the Government realized that the new law had been violated. Suit was then instituted against the United to recover the duties. Meantime, a similar consignment, which was also trans-shipped, arrived in New York and Collector Loeb assessed them at the full duty of $4.50 and 25% ad valorum.

The New York shipment comprised 250,000 cigars, valued at $3,500, from which a duty was collected of $17,000.

The principal witness at the hearing in New York was Vice-president William T. Posey, who declared that a great injustice had been done the company by the imposition of a duty. He averred that the transferring of cigars from one vessel to another in Hong-Kong did not violate the interpretation of the law since these goods were not landed, and to all intents and purposes were shipped direct.

Sig. Sichel, of Sig. Sichel & Co., of Portland, Oregon, who recently spent a week in New York, returned to his Portland office in time to meet E. P. Cordero and Col. Levine, who were covering the Pacific Coast, and reached Portland on April 24th. Mr. Sichel's firm is the largest distributing house in Portland, in addition to which they control several high class retail stores. They are also distributors for the E. P. Cordero brands, "Mi Hogar" and "La Superior."

Mr. Cordero and Col. Levine are making excellent headway on their journey and will probably return to New York ahead of their scheduled time.

Jacob Rosenstadt, of Rosenstadt & Jacobs, returned from his Havana trip in time to shake hands and say good-bye to his partner, Louis Jacobs, who left New York on April 15th for a two months' trip through Canada and British Columbia, and out as far as Victoria. This enterprising firm, which, by the way, only started in business last July, have built up a very prosperous trade on Havana and Sumatra as well as foreign tobaccos, including Domingo, St. Felix and Carmen, South American, tobaccos, making a specialty of Canada and British Columbia. They have outgrown their old quarters at 3 Burling Slip, and on May 1st took the first floor at 148 Water street.

A. W. Lennox, of Manrara Bros., 89 Water street, left New York on April 20th for New York State and the Middle West, going out as far as Denver. He will call on the trade generally and meet his salesmen on this territory. The "Mi Election" and "Infallible" brands are their leaders, while the "Rivoli" is increasing its popuarity. The latter brand, however, is placed in special sections only and does not have the general distribution as the former. Mr. Lennox expects to be away from four to six weeks.

The A. T. Company Will Stand Increases.

THE American Tobacco Company's announcement that it will stand the increased taxes effective July 1st next and will add nothing to the prices now prevailing has caused considerable comment.

An able force of auditors are already at work to figure out the effect of increased taxation in all branches of the American Tobacco Company's business, and assurance is given that there will be no change in the weight, size or price of their brands of plug and twist tobacco following the new law, nor would there be on any of their tobaccos affected by this tax.

The statement is made that the American Tobacco Company will suffer themselves by increased taxation not less than from $2,000,000 to $3,000,000 a year and that in no instances will consumers pay any more for the company's brands than they are paying now.

Ruth & Driscoll, brokers and special representatives of R. G. Sullivan, manufacturer of "7-20-4" cigars, have removed their offices from 136 Water street to larger and more commodious quarters at 168 Water street. They are at present very much interested in the new Sumatra, and as usual watching out for Mr. Sullivan's interests.

E. Kleiner & Co. have added a new brand, "La Famosa", to their list of popular sellers. It is a seed and Havana of excellent quality, and although only locally distributed at present, it promises to become one of the leading factors with this house.

Herz Brothers have issued a notice to the trade this week, that after May 1st they will be located in new and commodious offices at 139 Front street. This house, which is an old one, does both an importing and jobbing business in leaf tobacco.

J. B. Henny, 46 Cedar street, New York; C. F. De Lorris and Walter J. Masterson, of 80 Wall street, New York, have incorporated as R. Morgan & Co. to make and deal in cigars, tobacco, pipes and kindred articles; capital $50,000.

Enjoying a Quiet Smoke

Here we present Morris M. Planco, precocious son of Jack Planco, of the Ruy Suarez & Co., well supplied with the famous El Planco Cigars. Like his father Master Morris knows a good Havana when he sees it.

Re-Organization of the Cores-Martinez Co.

FOR the purpose of injecting new blood and new ideas, and the expansion of their business in all lines, the Cores-Martinez Company, cigar manufacturers, of Seventh and Passyunk avenue, Philadelphia, has just been reorganized. Nathan Schwab, who has been president since the organization of this company in 1904, retires from active connection with the company, but will still retain his office and financial interest.

C. H. Kors, the secretary, is well known to the trade and is not only an experienced manufacturer, but a business man of unusual ability. Temple J. English, who has been manager of the Philadelphia branch factory of the American Cigar Company for a number of years and is familiar with every detail of the cigar business, has become treasurer of the company.

Among the first moves made since the reorganization, has been the engagement of E. R. Dempsey to act as sales manager. Mr. Dempsey is in close touch with the trade and was formerly in business for himself under the name of Dempsey & Koch. It is his intention to travel considerably and he will have associated with him a corps of efficient salesmen.

Responding to the demands of the trade, the Cores-Martinez Company has just put on the market a brand which has been well named "Dignifico." The "Dignifico" is made in the Invincible size and is a high-class smoke. It can be sold with profit by retailer at six cents during the week and offered on Fridays and Saturdays at five for twenty-five cents.

In addition to the "Dignifico" brand, the Cores-Martinez Company will maintain the standard quality of their other well known brands, the "V. Ps," "John Weaver" and "Convincidad," which are having a tremendous sale nowadays in all parts of the country.

With the changes above outlined and an ambition to make a new record, the Cores-Martinez Company is likely to be heard from in no uncertain way within the next year.

A. Ebbling to Act as Distributor.

A. Ebbling, formerly manager of the Waldorf-Astoria branch cigar shop in Philadelphia, has launched into business for himself and has opened offices at 1011 Chestnut street. Mr. Ebbling will act as distributor for several well-known brands of cigars, including the "El Gallego", which was one of the E. G. Stean & Company's best sellers.

United Cigar Stores Company Selling Plant.

WE notice in the show windows of the United Cigar Stores Company at several of its branches in West Philadelphia and at Third and Market streets, offering a five-cent package of "Woodcock" tobacco free with a tent-cent purchase, in addition to which they are also issuing a 25-cent certificate with each ten-cent purchase. In West Philadelphia, in particular, they are offering the usual five-cent packages of tobacco with extra rebates, which reduce the goods in actual cost to 42 cents a dozen. While the regular price to dealers from jobbers of these same goods is 48 cents per dozen, consequently retail dealers can afford to stop at United Stores and procure a dozen packages of tobacco and get it at a lower cost than they can supply themselves with it by going to jobbers. The 25-cent purchase certificate represents a trading value of 2½ cents, or a cash redeeming value of 1½ cents. Two hundred and fifty of these certificates will procure a Gillette safety razor, which is universally sold at $5.00.

Vetterlein's Opinion of Wisconsin Leaf.

Mr. Julius Vetterlein, of the leaf packing firm of J. Vetterlein & Co., returned recently from a tour of inspection through Wisconsin. Mr. Vetterlein announces that he is very much pleased with their packing of 1909 Wisconsin tobaccos, and that it is, in his opinion, the thinnest and most serviceable leaf of any packng in recent years. The Vetterlein packing this year consists of a considerable quantity and is believed will be sufficient to meet fully the growing trade of this house.

In referring to this firm, we might mention that their several salesmen have recently showed considerable activity and that the house now has four men on the road. G. W. Kreider continues to represent the house in Eastern Pennsylvania, making his headquarters at Reading. C. P. Bratton, with headquarters at Harrisburg, is also a Vetterlein representative, who has a good list of patrons in the territory covered by him. M. Brock, one of the oldest salesmen with this house, and whose headquarters are at the main office in this city, covers not only Philadelphia, but also Baltimore and other points. R. B. Gibson, who more recently joined the Vetterlein sales force, is traveling through New York State. Mr. Gibson was formerly a member of the firm of Gibson & Aubrey, of Baltimore.

Distributing "Peermont" Cigars.

Of the numerous brands of clear Havana cigars offered in this city, none has, perhaps, made more substantial progress during the past six months than the "Peermont" Key West-made cigar, distributed by Joseph Way, the well-known Market street purveyor of "good smokes." The cigars are not only being strongly featured at the several retail establishments conducted by him, but are finding, according to all reports, favor among patrons of well-known local hotels, prominent clubs, cafes, etc., while the better class of retail dealers also find an increase in demand for these goods.

Mr. Way carries in stock large quantities and supplies the trade direct in any of the numerous sizes in which the goods are made up. The label adorning the package containing "Peermont" cigars are probably not quite so pretentious as are being used by some manufacturers, but Mr. Way says the quality is all there.

Hagen's New Stogie Line.

Arthur Hagen & Co., manufacturers' distributing agents, have relinquished the account of Marcus Feeder Cigar Company, of Cleveland, and have taken the selling agency of the Independent Tobacco Company, of Pittsburgh, who make a large line of stogies. Local salesmen are now earnestly at work on this new line, and the results obtained during the first week of their operation are, we are informed, quite gratifying. The Hagen people claim that this line represents all that could be desired in quality, style of package and liberality of advertising matter.

The "Monolite" self-lighting cigarettes are continuing to be a good seller with this firm. A very elaborate electric display sign is being erected in the display window of the Hoch Cigar store at 24 North Tenth street, to advertise the "Monolite" products.

New Package of United States Tobacco Co.

"Jack" Fowler, general representative of the United States Tobacco Company, of Richmond, Va., but whose headquarters are in Philadelphia, announces some new sizes in packages. Their "Alumni" is now being put up in addition to the former one and two-thirds ounce in eight and sixteen-ounce boxes. The "Alumni" brand is one of the most attractive packages now on the market. Their "Saratoga Chips" brand, which is also a sliced plug tobacco, but which has heretofore been offered in nothing smaller than a four-ounce tin box, is now being packed in an exact duplicate in a two-ounce form. Both of these new sizes of packages are taking very well in this city and elsewhere, and Mr. Fowler feels fully confident of a largely increased sale of the goods.

Leaf Men Preparing for Hartford.

In addition to the delegates and alternates mentioned in our last issue, we learn that they will be joined by a goodly number of additional members of the trade, among whom will be Mr. Julius Vetterlein, of J. Vetterlein & Co., accompanied by his son, Theodore Herman Vetterlein. It is now planned that the Philadelphia delegates will join the Lancaster delegation at Philadelphia and are scheduled to leave Broad Street Station at 12.20 noon on Sunday, May 8th, which will enable them to reach Hartford shortly after 6 o'clock of the same day. The Philadelphia delegates will be located at the Allyn House during their stay at Hartford.

The El Draco Cigar Manufacturing Company, at Second and Arch streets, are much pleased with the way in which their goods are taking, and announce that recently they succeeded in having them placed on sale at such prominent places as the Union League, Bellevue-Stratford and Walton Hotels.

Leaf Trade Shows Improvement.

A tone of considerable improvement was prevalent in the leaf tobacco trade during the last few days. Not only were inquiries coming in more frequently, but buyers were also apparently looking more eagerly over the market, with a view to procuring some additional supplies. Prices, however, were not materially affected, yet it is encouraging that a much better feeling has begun to prevail.

Among the visitors in the market recently we observed the following: H. Reineman, representing Otto Malchow & Co., at New York; S. L. Johns, leaf tobacco packer at Hanover, Pa.; Julius Lichtenstein, of J. Lichtenstein & Co., of New York, and J. H. Hoober, packer, of Lancaster, Pa.

Change in Cigar Manager.

Owing to the resignation of Joseph Anderson, of the cigar department of E. Bradford Clark & Co., Mr. E. R. Barrett has been chosen to fill his place, and has entered upon his duties this week. Although a comparative stranger in Philadelphia, Mr. Barrett is by no means new in the cigar business, and will no doubt make many new friends here. Mr. Anderson relinquished the position, which he so ably filled, to join the sales forces of the Nestor Gianaclis Company, of Boston, Mass., makers of the well-known "Nestor" Egyptian cigarettes.

Record Sale of Havana Leaf.

A new record was established during the past week in the sale of Havana tobacco by one of Philadelphia's largest importing houses to a manufacturing firm. The sale is reported to be the largest single transaction in Havana tobacco of the year, and consisted of a large quantity of high-class leaf, representing the most careful selection of the house which had imported this stock, but which was prompted by its own modesty to request that its name be withheld.

After spending a short time in Amsterdam attending Sumatra inscriptions, Mr. Samuel Bayuk, of Bayuk Bros., of "Havana Ribbon" fame, has returned to the United States. Mr. Bayuk has found the trip highly beneficial to his health and the temporary relief from the daily routine of the tremendous business which this house is doing has done him a great amount of good. To a TOBACCO WORLD reporter Mr. Bayuk stated that he had the trip of his life. During the short time he was away he visited many cities in Europe, including in addition to Amsterdam, Paris, Berlin, Brussels and London. He certainly looks as well as he says he feels.

Duff Bros. & Co. recently removed their main distributing depot from 615 Market street to 435 Market street. The building formerly occupied by them was recently sold by the owner, Mr. John B. Oblinger, of the former cigar manufacturing firm of Oblinger Bros. & Co., of Lancaster, Pa., and he in turn purchased at 435 Market street, now occupied by Duff Bros. & Co., who are the successors to the cigar manufacturing business of Oblinger Bros. & Co.

W. S. Luckett, of Luckett, Lucks & Lipscomb, recently returned from a flying trip through the West, but during which he opened several desirable new accounts. The sale of the firm's "Luxello" cigar in this city continues to show a steady increase, and April records promise to eclipse all previous months.

Cigar department manager, Charles J. Reis, with the Evans's drug store, 1010-12 Market street, now has a new assistant in the person of Emil Schrock. Mr. Schrock was formerly engaged in the retail business at Fifth street and Girard avenue.

TAMPA TIPS

TAMPA, FLA., April 25th.

NOT even the throes of an exciting municipal election could disturb the even tenor of the excellent business which the clear Havana factories in this city are enjoying, the season of the year taken into consideration.

The report is universally optimistic from the various manufacturers that 1910, spring business, and summer, fall and winter outlook is the brightest ever experienced in this city. The receipts of tobacco from Havana, since April 11, totalled 1,732 bales—a grand total for the month (to date) of 4,440 bales.

Samuel I. Davis, of "El Sidelo" fame, has been in the city for the past week inspecting the factory and going over details of the construction of the new home with his staff here. The new factory is now completed up as high as its third story, and should be ready for occupancy about July 1st. Several manufacturers, now occupying wooden factory buildings, are after the present quarters of the "El Sidelo", but nothing definite as to the future of the place has been announced. Mr. Davis left last night for Cuba, where he will be interested in the leaf market and the tobacco crop.

Among the local manufacturers who are in Havana at present are John Boltz, of Boltz, Clymer & Co., whose new factory building is progressing nicely; Jose Pando, of Garcia, Pando & Co. M. Fernandez arrives this evening from New York on the steamer "Commal." Ernest Ellinger, the well-nown manufacturer, is in the city from New York to look over his local holdings.

Berriman Brothers are the latest announcers as being eligible to the "new home" tobacco families. Their business has been growing steadily, and now their present quarters—although they have one of the best three-story brick factories in West Tampa—is too small for their business. They are announcing their intentions, therefore, of building in the near future a mammoth new factory and modern in all respects. The site has not been selected as yet, but as soon as it is bids will be asked for and the contract let at an early date.

Sanford, Fla., famous for its celery fields, has a cigar factory now. John J. Mauser is the owner of the business and promises to be quite a live wire in this thriving little city. Mr. Mauser was formerly in the business in Tampa.

D. J. Apte, of El Provedo Cigar Company, has just returned from a trip over the territory made by his salesman. He reports an excellent business for their brands and business conditions very good generally. He is quite optimistic over the outlook for this summer and fall.

M. Valle y Ca are now occupying the Ballard-Fernandez factory building; they were formerly in the building of Fernandez & Co.

M. Stachelberg & Sons are doing a splendid business. Ninety-three thousand cigars per day has been their roll call lately, a business equalling their last winter's rush.

Mr. Schuler, who travels the Middle West for Cuesta, Rey & Co., will leave this week for his territory.

BLARDORE.

Robert Lester, who is mentioned as one of the bright young men of Quincy, Illinois, has taken the road for R. K. Shaw's tobacco factory.

To Grow Sumatra in Texas.

SIX thousand persons, delegates and visitors, were at Nacogdoches, Texas, April 15th, at the invitation of the East Texas Press Association, who met there in conjunction with the East Texas Agricultural Congress. In this big gathering tobacco was a radiant factor. There is a Government tobacco growing station there, an experiment farm, on which the different varieties of tobacco are just beginning to peep above the ground. It was started there five years ago at a cost of $4,000. The United States of America provided $2,000 and the Nacogdoches merchants the balance.

They mean to rear tobacco down there. They are studying it scientifically, and when Texas begins to grow the weed in earnest there will be something to think about. They say the soil is all right, the sunshine all right and they have their minds on the Sumatra leaf, of which Texas papers write and talk about as though each of the editors had been Sumatra born. The Texans are hearing of big money made out of tobacco planting and they intend to have some of it. They have heard of Sumatra wrapping leaf fetching from 40 cents to $2.50 per pound, and the statement is made that Chicago and Eastern wholesale agents are now in Texas contracting to take her product at prices between the figures named.

It goes without saying that the Yankee is in evidence in these Texas tobacco regions. He is down there from Pennsylvania and even from Connecticut and he wants to grow some of that tbacoco at $2.50 per pound. The Texans say he can come down and make all he chooses.

The United States Supreme Bench.

THE great cases of the American Tobacco Company and the Standard Oil Company before the Supreme Court of the United States will be heard the next time they are argued by a bench augmented in the person of Governor Charles E. Hughes, of the State of New York. This eminent lawyer was appointed April 25th by President Taft to succeed the late Justice Brewer. It is a great tribute when we say that Mr. Hughes was one of the few men who could fill Justice Brewer's shoes.

Just what Justice Brewer's belief or decision was in regard to the tobacco case there seems to be no means of knowing. It was reported that he favored imposing certain restrictions which would allow the American Tobacco Company to carry on its various businesses, but this is only surmised. Justice Moody, of Massachusetts, has been so low in health of late that he did not hear any of the argument on the Standard Oil and American Tobacco issues.

At present there are three Democrats on the Bench, Chief Justice Fuller, Justices White and Lurton, though what class of Democrats they are is not known by the public; the Republicans are Justices Harlan, McKenna, Holmes, Day and Moody, they are supposed to be of the "stand-pat class", not "insurgents." White and McKenna are Roman Catholics; the others are Protestants of various denominations.

The cigar factory of William Tegg, 937 Dubois street, Detroit, Mich., was visited by safe burglars last month with strange results. Enough nitro-glycerine was used to hurl the safe out of its place through a window and across the street. Doors were blown open, windows were shattered and adjacent buildings shaken. The safe door, en route across the street, struck an office typewriter and smashed it good. The safe contained cash and checks to the value of $1,100, but so great was the explosion that the thieves hurried out without opening the inner door and did not even take time to remove their tools.

A. A. Selsby, late of Idaho, is opening a cigar factory in the town of Hood River, Oregon.

The Temperament of Different Buyers.

Advice to Tobacco Salesmen on How to Handle the Various Types.

TRAVELERS for cigar manufacturers and jobbers, like all other knights of the road, are confronted every day with all types of retail buyers. The successful salesman knows that the first essentials to obtaining big orders are that he should know his line and be able to size up his man. It is taken for granted that the salesman knows his line, and starting from this premise, the next job is to size up his man. This is easier said than done.

James F. Tobin, who has given the question of salesmanship considerable study, vouchsafes the following observations:

"Talk to the average buyer you meet on the road about psychology, physiognomy or temperament, and his answer will depend on his breeding and your apparent physical ability to resent impertinent remarks. The ordinary analysis of a prospect is either that he is a fine fellow or a 'damgrouch,' meaning that he has been accorded an agreeable reception or the reverse.

"Without entering deeply into the question as to whether or not physiognomy and phrenology furnish such infallible indications of character as their followers assert, yet it must be admitted that a man's exterior is in some directions an almost infallible criterion by which to judge whether or not he possesses certain qualities. The 'highbrows' have divided the temperaments into three classes: The Phlegmatic, the Nervous and the Sanguine, each of which has certain marked physical characteristics.

THE PHLEGMATIC BUYER.

"The phlegmatic man is generally full-blooded, heavy-featured and slow of speech. Like every rule, this one has its exceptions, but, generally speaking, such a man thinks slowly. This trait has its advantages and disadvantages. Among the latter is the tendency to confine his conversations to such scintillating linguistic gems as 'Eh huh,' 'Um-m-m,' 'Yes?' 'No!' Ordinarily this type of verbal constipation is looked upon as being baffling, giving no clue as to whether an impression is being made or not. This manner of receiving a salesman's arguments generally indicates a lack of mental alertness, which to the salesman is the advantage referred to above. The phlegmatic man thinks slowly; it may be his conclusions are sound when reached, but his mental processes are such that a chance word in the presenting of an argument is not likely to suggest ideas of an entirely different nature and distract his attention from what is being said.

"This affords the opportunity for a careful presentation of the salesman's arguments, and permits of considerable elaboration of detail. Begin at the beginning, and let each argument support the other, gauging their rapidity of utterance to just about the utmost receptivity of the prospect, and their cumulative effect, coupled with a few strong 'reasons why' at the finish, will generally gain the desired order.

"The fact that the phlegmatic man is not likely to receive radically new ideas quickly or with enthusiasm, points out at once the path of least resistance for the salesman. The prospect is in business to make money. That will be always his dominant idea. Appeal to his desire for gain—what you are selling will make money for him. Stick to that, and if what you are selling is a good business proposition the rest is easy.

HOW TO REACH THE NERVOUS BUYER.

"The nervous type of man must be approached altogether differently. He is generally of slender physique, thin and white-faced. He thinks rapidly, generally in jerks. One chance word will bring to his mind with lightning speed a dozen ideas all extraneous to the subject at hand. To get his attention and hold it, your arguments must be presented tersely but suggestively. That is to say, be brief, but let every sentence be so framed as to contain the germ of an argument which will develop in his fertile mind and keep it busy. Your apparent confidence in his ability to see without having every detail pointed out to him causes him unconsciously to regard you as a person of superior judgment, which is a very good frame of mind to develop in a prospect.

"Being a quick thinker himself, he will appreciate and admire the same quality in others. Very often he will be brought to time by a clever rejoinder or a bit of quick-wittedness when arguments prove unavailing. As a case in point, a salesman had been endeavoring to secure an order from a man of this type, but without results. The prices were too high. The salesman talked quality, while the obdurate buyer puffed on a Carolina perfecto and answered: 'Now, old man, there's no use wasting your time. You can talk till you're blue in the face, but you can't convince me that quality is worth such a difference in the price.'

"'No?' came like a flash in answer, 'then why are you smoking a fifteen-cent perfecto instead of a "two-for" stogie?'

"He got the order.

"The salesman's voice and manner are also most important factors in dealing with the nervous type. A raucous voice, stammering talk, or a hesitating, undecided manner are irritating to such a man and spell disaster. Smooth, low-toned talk and repose are absolutely essential in accomplishing the task of getting 'past his guard.'

HOW TO HANDLE THE SANGUINE.

"The third pronounced temperament is the sanguine—the cheerful, genial man, full of good red blood, with a vitality that is almost exuberant. Make your arguments the same way—good, straight-from-the-shoulder talk—full of strength, snap and vigor. In the writer's opinion he is to be won more by the candor, frankness and straightforwardness with which the merits of the article are presented than by any attempt to be 'clever.' The apparent absolute confidence of the salesman in the merit of what he is selling carries conviction to a man of this type. The salesman is not hampered by the slowness of the phlegmatic or the irritating vagaries of the nervous man.

"In addition to 'sizing up' the temperament of the buyer, it is the part of wisdom for the salesman to indulge in a little introspective analysis of his own. A careful mental review of the past successes and failures, especially the failures, will probaby show him the part played by his own temperament. Conflict of temperament, and the failure on the salesman's part to modify the expression of his, is the explanation of many of the failures to sell, for which there was apparently no reason.

"The experienced buyer, trained to the wiles of the salesman, and ever ready to resist his blandishments, can hide his feelings of the moment under the mask of conventional politeness, but his temperament, the basic element of his nature, is visible above and beyond his best efforts and therefore indicates the avenue to be traveled to reach the desired goal—orders."

The capital stock of the Peregoy-Moon Cigar Company, of St. Joseph, Mo., has been increased from $30,000 to $60,000.

Important Changes in Milwaukee.

Business Continues Fair—Special Displays Featured—Local Trade Notes.

MILWAUKEE, WIS., April 26th, 1910.

SEVERAL important changes have taken place during the past week. The Wells Building store, which Fay Lewis & Bro. Co. purchased from the creditors of Isidore Lederer about a year ago, has been sold to Steve Surman & Co. This is one of the largest stores in this city, and under the management of Mr. Surman should prove to be one of the best.

Alfred Reinfield, who has been connected with the store for some months, will remain, having accepted a position with the new owners. Mr. Ralph Wettstein, who has been manager of the store since it was purchased, will be transferred to the wholesale department of Fay Lewis & Bro., being assigned to a part of the city district. His many friends regret his departure from the retail end of the business.

Fred L. Herwig celebrated his fifth anniversary as owner of the Fountain Inn by closing a lease on the Davidson Hotel, one of the leading hotels in the city. Extensive improvements are contemplated.

The College Inn, which has been conducted with good success by Schneider & Stark, has been sold to Harlan Zea, one of the most popular men about town. Under his management the inn has a bright future.

Owing to inclement weather, business among the local dealers has been rather quiet. Surman & Co. have been doing a fair business. The firm, who are already enjoying a good jobbing business, will shortly begin extensive advertising of the "Bingo" five-cent cigar.

Business at the Wells Building store of Fay, Lewis & Bro. Co. has been slow, the masterpiece has been on display in the window. The Pabst Building store of this firm continues to enjoy a good business, the "Rio Vista" and "The Limit" are being featured this week. The Fifth street store is enjoying a fair trade. Harry Conlee, formerly at the Wells Building store, is now greeting old friends here.

The Abraham stores all report fairly good business. The Wiscon street store, familiarly known as "83", are featuring the "Rosa de Mayo." The Caswell Block store are displaying pipes and the "Abraham Special." James Chapman has been transferred to this store, and William H. Klein, formerly with the Pfister Hotel, has accepted a position with the firm and is learning the business at this store. The Third street store continues to do a good business.

Allanson is featuring the "Rio Vista" with an attractive window display. Sales at this store continue brisk.

The Wright Drug Company are making a special display of the "Benedicto." An added attraction is an old rifle which belonged to Solomon Juneau, one of the founders of the city. This relic attracts no little attention.

Drexler & Jenniches make no complaint. The "Kleon" has made its appearance at this store. Their "187" is gaining rapidly in public favor.

Dadd's Drug Store is making a special display of the "Semiten" cigar and report a very good business.

The jobbing business continues fairly good. Tindall, Kolbe & McDowell are putting in window displays about town boosting the "Grace Kimball" cigar.

The Beerbaum Company intend to push the "Julia Marlowe" and will have several men on the road.

Louis Kindling Company have removed to their new quarters at 348-350 Broadway. This location will give them considerable more space.

A change of considerable importance in the leaf trade took place at LaCrosse when the Northern Wisconsin Leaf Tobacco Company disposed of its large warehouse on the Mormon Coulee road to M. H. Bekkedahl, of Westby, Wis., one of the largest independent tobacco dealers in the State. Mr. Bekkedahl now operates plants at Westby, Boscobel and Viroqua. It is his intention to keep the plant in operation the year round.

At Madison, Wis., Paul Reuter has purchased the cigar store at 110 East Main street from Robert W. Daggett. George W. Drager will open a cigar store at Horicon, Wis., about May 1st.

Mr. Fritz Lederer, with Heinrich Neuberger, of New York, has been in the State. Mr. C. W. Wobbe, of Rose & Wobbe, New York, was also a visitor. L. Weil has returned to New York.

The market for cured leaf continues the same as for some months past. The seed beds, however, are reported to have been badly damaged by the snow and freezing weather of Friday.

O. A. KROMPAS.

A New Brand By an Old House.

THE old established firm of Herman Warner & Co., of York, Pa., which has been identified with the cigar trade for fifty years, is beginning an extensive advertising campaign on their "Harry Pulliam", cigar, which, although a new nickel proposition, has every ear-mark of old hands in the business.

In a recent issued of THE TOBACCO WORLD the York correspondent referred briefly to the success which the brand was meeting with in its home town. It is singular that so many standard brands have heretofore met with so little success in their home markets, yet it is recognized that among the home trade are usually found the most critical of all consumers. The logical deduction can therefore be made—that if a cigar is truly a success at home it will meet with favor almost anywhere.

Herman Warner & Co. are not depending on what has been done in the past by others, but they are going to blaze a new path of their own. They have been careful to procure an adequate supply of old tobaccos to enable them to maintain the high standard and quality of the goods. The goods are made up in a well selected combination of Havana and seed tobaccos as to commend them to the real connoisseurs—the smoking public.

The "Harry Pulliam" cigar affords a good opportunity for cigar houses who are open for a line of goods that is backed up by quality, reputation and ample facilities.

Change in Kingsbaker-Klingenstein Co.

ISI KLINGENSTEIN, vice-president and manager of the Kingsbaker-Klingenstein Company, cigar wholesalers, Los Angeles, Cal., has purchased a controlling interest in the company and has reorganized it as follows: President and general manager, Isi Klingenstein; vice-presidents, Joe Sunderland and W. H. Conner; secretary and treasurer, M. Fellheimer. The Kingsbaker Brothers have retired from the firm, and the business will hereafter be conducted under the management of Mr. Klingenstein.

Mr. Axton Now Convalescent.

Edwin D. Axton, treasurer of the Axton-Fisher Tobacco Company, Louisville, Ky., who was recently operated on for appendicitis at St. Joseph's Infirmary of that city, is convalescing rapidly. He left the hospital about the middle of April and is fast regaining his strength.

Otto Eisenlohr & Bros. have had an unusual run of demand for their "Cinco", "Henrietta" and other brands of their manufacture. They are now nearing the completion of their new factory at York, Pa., the additional facilities which this will afford them beng much needed.

Breezy Boston Bits.

Retailers Alarmed at Change in Packages—Traiser Exploiting New Brand—Retailer Ceases Fine Store—Current Comment.

BOSTON, April 25.

THE retail cigar trade here has been improving nicely for the past two weeks. Jobbing houses report having done a very satisfactory business. Our large local cigar factories are not profiting very much by the improvement in business, for during the past two years there has been a number of out-of-town brands of cigars placed in this market, which took hold and are reported as selling well in various parts of the city and suburbs.

The "Cuban Smoker" a new 5c. cigarmaker smoker from the H. Traiser Co. factory, has just made its local appearance. The cigar goes to the retailers at $3.20 per hundred, less 2 per cent.

There is much gossip in cigar circles since an article was printed in one of our Boston dailies the past week, stating that owing to the increase in revenue tax on July 1st, certain manufacturers would place in each package of cigarettes 8 instead of 10, thereby making the consumer pay for the additional increase of taxes, and likewise that plug tobaccos are to be reduced in weight. Should such be the case it will for awhile make things very uncontrollable here for the small retailer, who will not be in a position to lay in a supply of the reguar goods to compete with his fellow retailer, who might decide to invest a lot of money in doing so, as consumers will certainly buy cigarettes and tobaccos in the old style packages as long as they are able to purchase same.

George Bruns, representing A. S. Hulburt, a grower and packer of Connecticut tobaccos, of Somers, Conn., was calling on our local trade this week.

The cigar factory of R. G. Sullivan, in Manchester, N. H., is reported to be very busy at present. Three hundred and twenty-five hands are being employed, working exclusively on the 7-20-4 cigar.

Dennis J. Quinn, formerly foreman of R. G. Sullivan's cigar factory for many years, is now operating a factory of his own at 552 Elm street, Manchester, N. H. Mr. Quinn is employing ten cigarmakers. His leading brand, the "Red Top" cigar, is catching on nicely in that town.

Mr. Mendel, of Mendel & Co., New York cigar manufacturers, was in Boston Friday introducing a new nickel proposition called "Mendello."

A representative of Alonzo B. Pandoz Co., New York, was also here this week taking orders for "Josado," a clear Havana cigar.

A. O. Berenson, cigar manufacturer and wholesale tobacconist of Fitchburg, Mass., was here on Tuesday replenishing his stock.

A. J. Frye, of Frye Bros., cigar manufacturers, Salem, Mass., was in town yesterday.

The United Cigar Stores Co. are giving to each purchaser a sample 1-oz. package of "Woodcock" granulated smoking tobacco.

The Boston headquarters of the Jno. J. Bagley Co., have closed up temporarily. F. H. Roseboom, who was in charge, is now in his old stamping grounds in Seattle, Wash. A. L. Levy is now looking after this territory under orders from the New York office.

Julius Annis (E. G. Perez & Co.) was a recent caller on the jobbing trade, showing a nice line of Porto Rican cigars.

I. B. Krinsky, New York, manufacturer of the well-known "Fifth Avenue" cigarettes, is now putting on the market a new cork and plain tip cigarette called "Lotus." The package retails at 15 cents. B. Silverstein, the Boston representative of the concern, has taken a number of good-sized orders, from some of our jobbers and large retailers.

Henry Weiss (Salomon Bros. & Stern) was in town several days last week, and did a very satisfactory business with his firm's "Aplomo" brand that looks in every way to becoming a winner in this market, which by the way is saying a whole lot, as Boston is a tough proposition in the clear Havana line. Rosenthal Bros., the jobbing house here, who only a month or so ago took on this brand, report it to be a great duplicator with the stores in which they have already placed same.

Baker Bros. are placing on this market "El Verso," a 10-cent cigar, from the Diesel-Wemmer Co., makers of the "San Felice" cigar.

Motter & Guernsey, the cigarists at 267 Washington street, who embarked in this line about two months ago, have decided to retire from business, as the venture proved an unprofitable one. The rental of the store was $500 a month, and although the place was fitted up in lavish style and the location being a grand one, still the profits did not meet the expenses, so both the members of the firm decided to close up the establishment.

Since the first of the year the sale of high-grade brands of cigarettes has improved wonderfully in this market. The "Nestor," "Phillip Morris" and "Melachrino" brands are the most in public favor. The baseball season has opened up here and storekeepers in the south end district will soon find a speedy improvement in the business.

The engagement of George Yavner, a prominent cigarist here, with headquarters in the Penn. Mutual Life Building, to a Miss Goldberg, of Baltimore, Md., has been announced.

An announcement of the engagement of Samuel S. Rosenthal to Miss Gertrude I. Porter, of South Framingham, Mass., has just been made. Mr. Rosenthal is the senior member of the firm of Rosenthal Bros., wholesale tobacconists, is very popular in the trade, and his many friends were pleased to hear of the good news.

BEN ALI.

Denby's Tobacco Bill.

What Detroit Finecut Men Want at Washington.

THROUGH the Hon. Edwin Denby, M. C., of Detroit, a bill of decided interest to Detroit finecut men was reported favorably April 16th, having been introduced by Mr. Denby at the instance of manufacturers.

The bill provides that finecut, chewing tobacco, may at the option of manufacturers, be cut up and prepared by manufacturers for sale or removal for sale or consumption in wooden packages containing 10, 20, 40 and 60 pounds each.

Commenting on the bill Congressman Denby said to a reporter: "This bill will rectify provision in the present tariff law regarding the packing of finecut chewing tobacco. The framers of the tariff law admit that they made a mistake when they placed too many restrictions on the manufacturers of this kind of tobacco. The tobacco manufacturers of Detroit will welcome the bill and its having been reported unanimously will insure its passage through the house."

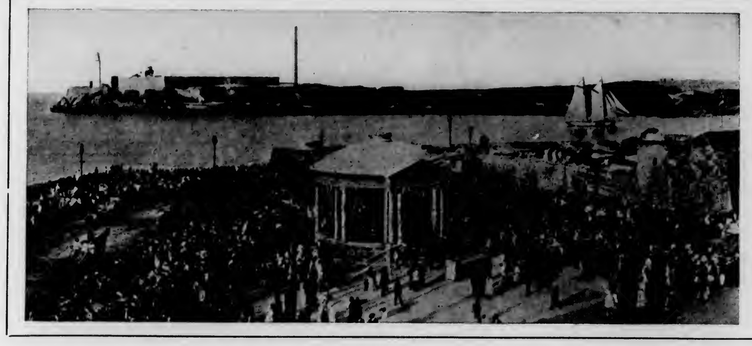
How to Spell Lord Stirling.

It is hardly necessary to call attention to the fact that the "Lord Stirling" brand of ten-cent cigars manufactured by the Enterprise Cigar Company, Trenton, N. J., is spelled with an "i" instead of an "e". Blundering printers in the last issue of this paper insisted on spelling Lord Stirling with an "e" and also locating the factory at Trenton, N. Y.

The trade who have done business with the Enterprise Cigar Company know the correct way of spelling their leading quality brand and also the location of their factory.

We call attention to this mistake in justice to the firm.

Slatington, Pa., has a new cigar factory of which Charles W. Hummel is foreman.



The Cuban Market

From Our
Exclusive Bureau
36 Zulueta
Havana, Cuba.

HAVANA, April 23rd, 1910.

AS far as business in our leaf market is concerned, there is very little change to note, and while the total sales are somewhat larger, owing to increased exports to Europe and heavier investments by some of our local cigar and cigarette manufacturers, the demand from the American buyers has not improved. Evidently there will be no betterment until the new crop comes to market. Prices are nominal to a great extent. Some of our dealers would be anxious enough to close out their holdings of old stocks, while others, again, are very firm in their demands and prefer to await until they know what the buying figures will be for the new crop. When this becomes public, they will be able to make approximate calculations of the cost of the new leaf and then act accordingly. That good Vegas will fetch high figures is the universal opinion, as it is feared the quantity will not be sufficient to satisfy the demand for same.

Some bales of new Partido have been received by Bruno Diaz from Capote's packing of Alquizar, but as one swallow does not make summer, so it cannot be said that the season for the 1910 crop of tobacco has opened. Apparently, this first lot appears good looking, but as the packing was started under unfavorable circumstances by wetting the roof and sides of the drying house and floor and thus creating an artificial moisture within, which allowed the tobacco to be handled, bundled and then thrown into piles, the dry weather outside was against a good, healthy fermentation, as well as a drawback in the packing operation. While force sweating in the United States has given good results, the same does not hold true in this island, and former experiments made have proven disastrous afterwards. For this reason competent judges claim that tobacco handled under such conditions is apt to go back and may remain raw in the bales.

The dry weather was finally broken in the country by some good showers on the 18th and 19th insts., but as the atmosphere turned dry again on the 20th of this month, the wideawake farmer will wait until we have had good heavy rainfalls for a week, or three days at least, before taking the leaves down and bundling them. Haste in this matter may mean "repent at leisure." Nothing new is known definitely as far as the new crop is concerned, although the long continued drought has not improved the question; but, on the contrary, may have done further harm, which cannot be told until the "escojidas" commence.

Sales during the past fortnight amounted to 3322 bales, of which, divided according to origin, were: "Vuelta Abajo," 1935; "Partido," 50, and "Remedios," 1337 bales. Of the above quantity American buyers participated with 1746, exporters for Europe, 686 and local cigar and cigarette manufacturers, 890 bales.

Exports of leaf tobacco from the port of Havana, from April 4th to April 16th, were:

To all parts of the United States,	6,613	bales
" " " " Europe,	686	"
" " " " North Coast of Africa,	125	"
" " " " South America,	339	"
Total,	7,763	"

PRINCIPAL BUYERS WHO COME AND GO.

Arrivals:—John Gerdts, of Frankel, Gerdts & Co., San Francisco.
J. S. Wilson, of A. Ramirez & Co., Tampa.
Edgar J. Stachelberg, of M. Stachelberg & Co., Tampa.
Francisco Fleitas, of S. & F. Fleitas, Key West.
John Boltz, of Boltz, Clymer & Co., Philadelphia, Tampa.
Herman G. Vetterlein, Philadelphia.
M. Herzog, broker, New York.
Charles F. Zenker, of Catena Cigar Company, New York.
Joseph Glaccum, of Wm. Glaccum & Sons, New York.

Departures:—B. Spector, for Chicago.
Alec Goldschmidt, for New York.
M. Herzog, for New York.
J. Rosenstadt, for New York.
Felipe Rodriguez, for New York.
Pepin Rodriguez, for New York.
Leslie Pantin, for New York.
R. Middlemas, for London, England.
J. S. Wilson, for Tampa.
F. Fleitas, for Key Yest.

MANUFACTURERS HAVE THEIR TROUBLES.

Havana cigar manufacturers as a rule are to be envied for their pluck and perseverance in enduring the adverse circumstances under which they are compelled to do business. Excepting only, perhaps, half a dozen of the larger factories, which may be said to be making some money, the remainder of them are working for "Glory," so to speak, and hoping for better times to come. France has joined now the phalanx of countries which have raised the duties, commencing May 1st, which may also decrease our exports to this country. The following figures taken from official custom house returns show the exports of cigars from the port of Havana from January 1st to March 31st, 1909, and 1910, for comparison's sake, viz.:

From Jan. 1st to March 31st, 1909,	48,133,226	cigars
" " " " " " 1910,	38,819,353	"
Decrease in 1910,	9,313,873	"

The Centennial Exposition to be held in the South American Republics of Argentina, Uruguay and Chili, may stimulate exports of cigars to these countries, as it is expected that a large crowd of visitors will find time enough to enjoy our fragrant Havana cigars, thus recompense the falling off to other countries to some extent.

H. Upmann & Company continue to receive fair orders from all the principal consuming countries and report that the factory is quite busy. Charles Landau, their United States and Canadian representative, is showing his "mettle" by sending repeat calls of the last shipments.

La Diligencia reports the same good news as far as steady calls are concerned from the United States, Europe, Canary Islands and South Africa, as well as Australia and South America. Don Barnardo Moreda is expected to return to-day from his trip to San Diego de Los Baños.

Por Larranaga is contemplating to move into larger quarters, as its present factory is evidently not large enough for its growing business. The cigarettes "Nouvelles," all-tobacco, five inches long, packed in a "catchy" package of 25, have met with good success here, and the managers hope that their active representative, D. Jacobs, will also introduce them successfully in the United States.

Henry Clay and Bock & Company report satisfactory conditions in all of their factories, as the demand is fully equal to their expectations.

While the business of El Credito is normal, this factory is in receipt of some fair orders, and seem to please their customers, both old and new. The cigar is a good one, and should enjoy extensive popularity when it is better known.

Other factories which are working steadily are: Romeo y Julieta, Flor de P. A. Estanillo, La Esception, Partagas, Castañeda, Redencion, Carlos E. Beck & Co. and Figaro.

BUYING, SELLING, AND OTHER NOTES OF INTEREST.

Sobrinos de A. Gonzales sold 397 bales, "Vuelta Abajo" and "Remedios".

B. Spector was a buyer of 500 bales of "Vuelta Abajo". Fernando, Fernandez & Hns. were sellers of 300 bales of "Vuelta Abajo". Alec Goldschmidt purchased close on to 500 bales of leaf tobacco. A. M. Calzada & Co. sold 300 bales of "Vuelta Abajo" to local manufacturers.

Jacob Rosenstadt, having come on a pleasure trip with his bride, did not devote any time to business to speak of.

Puente Granda & Co. closed out 300 bales of "Vuelta Abajo". According to a circular dated April 18th, the firm has been dissolved, as the contract of its limitation had expired. Don José C. Puente will continue under his own name at the old stand, at Principe Alfonse, 166-170.

Robert Middlemas, of Walters & Co., London, left after a month's stay for his home in England. He had placed some very good orders for cigars with many of our manufacturers. Perez & Obeso sold 200 bales of "Vuelta Abaja". M. Herzog executed several orders for leaf tobacco for his customers. Rodriguez, Baustista & Co. turned over 200 bales of "Remedios". Leslie Pantin, after a very busy season, leaves to-day per S/S "Havana" for a very well earned vacation, with his family for Europe, via New York.

Other sellers of leaf tobacco were: Herrera, Calmet & Co., José Menendez, Antonio Suarez, Planas & Co., Gonzalez Benitez & Co., Perez y Hnos, and Aixala & Co.

The most important shippers of leaf tobacco were: Leslie Pantin, Sylvester & Stern, H. Upmann & Co., Boning & Co., Charles Blasco, J. F. Berndes & Co., Heinrich Neuberger, and Michaelson and Prasse.

Jose Menendez has moved his office and leaf tobacco warehouse from 26 Principe Alfonse to 102 Galiano street, where he will give his usual close attention to orders confided to him.

Receipts of tobacco from the country were:

For fortnight ending April 1st, 1910.		*Since Jan. 1st, 1910.*	
2,003	bales Vuelta Abajo,	19,813	bales
49	" Semi-Vuelta,	241	"
118	" Partido,	700	"
214	" Remedios,	2,938	"
92	" Santiago de Cuba,	890	"
2,476	"	24,582	"

ORETANIV.

Who Would Have Thought This of Duke?

ACCORDING to an exchange, James B. Duke, a North Carolinian, who came up North and taught men how to organize a trust "what is a trust", has pledged himself to quit tobacco. He is charged with having smoked up 25 strong cigars a day, and also with chewing a large amount of the delicious weed. Now, however, there is nothing doing! No longer does the romantic cigar smoke curl about Mr. Duke's head, and from his lips there emanates no dark liquid.

The same authority says that Percival S. Hill, vice-president of the American Tobacco Company, has trimmed himself down to three cigars a day.

Just think of it! The muck rakers are now intimating that the "Tobacco Trust" are would-be grafters of the lands formerly owned by the Friars of the Philippines! The total amount of land bought from the Friars of the Philippines was nearly 400,000 acres. If it is true that the tobacco interests and the Hawaiian sugar interests, together with the 55,000 acres sold to the American Sugar Company, are as large as surmised, then one-fourth of all the Friars' land bought by the United States after the sale of the Philippines to us has been disposed of. Apparently all of the Friars' lands will drift into American hands. This will be good for the Philippines and will hasten the development of the vast area of fertile lands which lay dormant for years under the inertia of the priesthood.

Hans J. Schwartz, a twenty-two-year-old cigar salesman, formerly employed by the Ryan & Raphael Cigar Company, Chicago, committed suicide in that city by sending a bullet through his brain in a room at the Palmer House. Despondency and financial embarrassment, it is said, led to the act.

Base Ball in Porto Rico.

Young Porto Rico is taking a great interest in baseball and this spirit is being fostered by Harrison Johnson, of the Cayey-Caguas Tobacco Company. He has organized a team from the workmen of the Savarona factory and they have already established a great record, beating nearly everything in sight. There are now three teams in Caguas, one made up from the soldiers of the regiment at Cayey, and the others from various parts of the island.

KEY WEST, FLA., April 23, 1910.

AUTHORIZATION, by a special election, of the issue of $192,000 in bonds for the purpose of street improvements in this city last week, is the first start toward the new Key West. The money realized from the sale of these bonds will pave several miles of streets when added to the portion that must be paid for by the abutting property owners and the street railway company.

This action is of almost inestimable value to the cigar industry here. Paved streets will place us upon a modern basis in more ways than one. It will be but a short time before the old shacks will be replaced by modern buildings, work having been actually started upon one since the election, and several more are in contemplation.

Prospective investors will not be assailed by a view of tumble-down hovels when they leave the steamers, as they have been in the past.

A number of the manufacturers state that the scarcity of rain in Cuba, which has caused the tobacco to become so dry that it cannot be handled there, has caused some of them to run short on some classes. Tobacco which was to have been delivered in the middle of April and for the receipt of which they have made their plans, is still on the poles and will not be available for several weeks.

The increase in orders, which has been going on all the year, is still continuing. A majority of the factories are ahead in production of a corresponding period last year, and those that are not ahead are producing an equal amount.

The E. H. Gato factory seated 250 cigarmakers last week. This is evidence of the demand for the excellent goods of this manufacturer.

E. H. Gato, Jr., accompanied by Mrs. Gato and their children, returned to Key West this week, after spending some months in Havana.

Mr. and Mrs. Ross C. Sawyer, of the Gato Company, returned from their honeymoon in Cuba last week.

At the Cortez factory they are having difficulty in supplying the demand for their Boston Grand brand. They are making about 14,000 of this size every day. Jas. H. Fort, foreman of the pickers and packers of the Cortez Company, contemplates building a handsome stone residence in a few weeks.

Mr. and Mrs. J. H. Cayro were visitors in Key West this week. They are on their way from Havana to New York. Mr. Cayro is a prominent leaf dealer in Havana.

Francisco Fleitas, of the S. & F. Fleitas Company, returned from Cuba last week. Mr. Fleitas purchased a quantity of excellent tobacco on this trip.

The Alonso Rejas Ca. is ahead of last year in orders, and President Clem. L. Knowles states that they will increase the force next week.

S. Wolf's Sons have added to their force during the week.

Last week the Ruy Lopez Ca. made the largest shipment of cigars that they have made in two years. President Wardlow is very anxious to get into the new factory, as they are very much cramped in their present quarters. The work on the new building is progressing satisfactorily.

Sr. Louis Martinez, president of the Martinez-Havana Company, and his son, Eladio Martinez, were visitors in Key West on Saturday, they were accompanied by A. D. Silviera, foreman of the packing department. They inspected the new building, which is rapidly nearing completion, and they expressed themselves as very well pleased with the work. A shipment of cedar boards has been received from Cuba, which will be used in making the furniture for the new factory.

A. Aurelio Torres, president of the Principe de Golfo Company, returned on Friday from an extended trip through Georgia and Florida. Mr. Torres reports very good business.

Manager Arnold reports good business in the Ferdinand Hirsch factory. The quality of the cigars made by this company makes them staple as wheat, and the house is always busy.

The Havana-American visitors during the two weeks were President Percival S. Hill, Francisco Arango, manager of the manufacturing departments of the factories at Havana and Tampa, and R. B. Wyatt, of the New York office. They are taking on men daily at this factory and the business is ahead of last year.

Max Stern, of Sylvester & Stern, leaf dealers of Havana, was here ths week and called on Manager Mahoney of the Havana-American factory.

Avelino Pazos, of Avelino Pazos & Co., leaf dealers of Havana, was the guest of Francisco Fleitas, of the S. & F. Fleitas Company, this week.

Edgar Stachelberg, of the Stachelberg house of Tampa, spent a few hours here last week. He was on his way from Tampa to Havana.

R. Fernandez, of the R. Fernandez Havana Cigar Co., will soon return home after his long trip to the Pacific coast. During his absence, Mrs. Fernandez has been conducting the affairs of the company. Mrs. Fernandez is an excellent business woman and is running the factory in a masterful way.

Imports.	Bales.
E. H. Gato Cigar Co.	183
Ferdinand Hirsch	64
Ruy Lopez Ca.	85
A. Cobo	33
Cortez Cigar Co.	105
Total	470

Withdrawals, 673.

N. B. RHOADS.

Pushing Kinports' Product.

Evidence of the fact that the manufacture of cigars is to-day conducted along more scientific lines than ever is to be found in the factory of the M. Kinports Cigar Mfg. Co., at Manheim, Pa. In a recent interview Mr. H. R. Kinports, the general manager, stated that they are now marketing on an extensive scale several brands of high grade goods, which were prepared after a long period spent in experimenting.

Special reference was made to the "Flor de Kinports," which has been declared a very successful $35.00 cigar. "This cigar," said Mr. Kinports, "was the result of our efforts to meet the demands of smokers who have acquired a cultivated taste for a really fine piece of goods at a moderate price. The "Flor de Kinports" cigar is a little out of the ordinary in that it contains a fine grade of Havana filler which has been most carefully selected by an acknowledged expert. Besides, it has a good Sumatra wrapper and is very tastefully packed under a high-colored label fully in keeping with the general good qualities of the cigar which goes to the trade at strictly $35.00 per thousand."

The "Louis Mercedo" said Mr. Kinports, "I believe is the best ten-cent cigar that it is possible to produce. This cigar contains a fine Vuelta filler together with a high-class binder and wrapper; as a result there is a big demand for the goods and our greatest difficulty is in securing a sufficient force of proficient workmen to keep us supplied with the goods to make prompt shipment. We are increasing our force as rapidly as it is possible and hope to soon be in a position to meet all demand that may be made upon us for our goods."

Reading Factories Show New Activity.

Retailers, Too, Report Long-Expected Increase in Business.

READING, PA., April 25th.

VISITING leaf tobacco salesmen complain of having found dull trade in their line in this city, but a visit among cigar manufacturers reveals the fact that business is greatly improving. Local retailers also report that business has improved correspondingly.

E. G. Readinger, who had for a number of years conducted a cigar factory and store at 418 North Sixth street, but which he sold some months ago to Yocum & Bring, has again purchased the stand and business, and has resumed cigar manufacturing.

At the factory of Yocum Bros. a tone of activity prevails. W. H. Yocum, of this firm, recently returned from a visit to the West well pleased with the prospects of a revival in business. George L. Yocum, a son of the head of the house, is now working his way East, being at the present time in Ohio. George J. Yocum, a brother of W. H. Yocum, continues to devote his energy to the development of business in the Northwest, while Howard Yocum, another son of W. H., is at present looking after the firm's interest in the leaf tobacco packing centers of Connecticut.

John G. Spatz & Company have had a very active spring, which was in a large measure due to the extraordinary work done by Mr. Spatz during the several trips this year. Mr. Spatz left on last Saturday upon a flying trip of four weeks, during which he expects to cover a number of important points west of the Mississippi River. The itinerary includes St. Louis, Kansas City, Denver, and other places. Ed. D. Schaeffer, a traveling salesman with this house, also left at the end of last week upon an extended tour through Ohio, Indiana and other Middle Western States. Mr. Schaeffer will probably return about the middle of June, while Mr. Spatz is expecting to conclude his campaign about June first.

W. W. Stewart & Sons, since removing to their new factory, have been making good progress and are just beginning to realize the many advantages which the present facilities are affording them. Charles Stewart, of this firm, recently visited the trade in Philadelphia and vicinity.

Theodore Bixby, now representing the American Sumatra Company, was in Reading last week upon his maiden trip for this house. Mr. Bixby is an old-school salesman and for some years was the principal traveling representative of the Florida Tobacco Company, which was recently merged into the American Sumatra Company.

Charles Ream, who recently sold his cigar factory at 411 Washington street, last week removed to a new building, also on Washington street near Front.

The Union Cigar Factory of Charles M. Yetter & Company have recently booked a goodly number of duplicate orders from the West. Business is progressing quite well and a normal force of employees is being steadily maintained.

That the cigar industry is reviving is proved by the fact cigar box manufacturers are finding a much stronger demand for boxes, and the A. Thalheimer Mfg. Company, of this city, is participating quite fully in this movement.

Julous G. Hansen is making preparations for the launching of several new brands of cigars.

Some strenuous advertising is being done in this city on the "Sheik" cigar put out by the Porto Anna Cigar Company. Mounted street men, window displays, the presenting of carnations with each purchase of a cheap cigar on Saturdays, and every conceivable form of advertising is being used with a view to getting these goods placed on the local market.

John U. Fehr & Son recently received several carloads of tobacco which were shipped from Stevens, Lancaster County. This firm is putting up a considerable packing of Pennsylvania tobacco this year and their warehouse is in full operation.

Off to Kill Tobacco Bugs in Cuba.

FRANKLIN S. SMITH, the Philadelphia inventor and patentee of the electric-sterilizing machine, which was explained fully in a recent article in this journal, will sail for Cuba this week, taking with him an improved model of his invention.

Mr. Smith has mounted his machine on an automobile truck so that it can be moved readily from warehouse to warehouse, sterilizing the bales of tobacco which have become infected with that pest of all tobacco handlers—the tobacco bug.

Four years of experiments have developed this machine to a well-nigh perfect condition, and Mr. Smith says he is prepared to prove his claims that his machine will not only kill the live bug, but will also destroy all eggs.

While in Havana, Mr. Smith will stay at Hotel Sevilla, and will be in constant touch with the tobacco men of that city.

L. L. Howard, chief entomologist of the United States Department of Agriculture, recently became interested in Mr. Smith's invention, and after a series of experiments pronounced it one of the most useful devices that has ever been offered for the destroying of the tobacco pest.

New Factory for Columbus, Ohio.

John Foerster, of Columbus, O., formerly in charge of the Sprague cigar factory in the penitentiary, has organized the Foerster Cigar Company, of Marysville, O., and is preparing to open a large plant in that town for the manufacture of stogies and cheap cigars. Carl L. Jefferson, of Columbus, is associated with Mr. Foerster. The company will employ about 200 hands and has already leased a building in Marysville for a factory, and will soon have its products on the market.

Vaughan-Ware Co. in Richmond.

Frank D. Ware intends moving the plant of the old Ware-Kramer Tobacco Company to Richmond, Va., early this month. The new Vaughan-Ware Company have taken a lease of the old Isaac Vaughan factory at South Tenth street, Richmond, and intend doing a large independent cigarette making business. They will make the "White Roll" cigarette and expect to put out forty salesmen on the road. I. N. Vaughan, of Richmond, is president.

Big Cigar Shipments from Denver.

What is declared to be the largest shipment of cigars ever made from a Western State went out of Denver last month for Northwestern points from the Solis cigar factory. The shipment comprised 10,700 boxes of cigars of 25 to the box; total 257,000 cigars. The wise guy who sent out the press dispatch figured that if laid end to end the cigars would make a string 857,500 feet long, or over 143 miles.

To Raise Broad Leaf at Suffield.

At Suffield, Conn., it is stated that a number of growers up there have arranged to raise broad leaf this year instead of Havana seed, owing to the demand for the broad type of tobacco. A large section of the farmers, however, will stick to Havana, believing the soil better adapted to that type of weed.

The Cigar Makers' International Union is one labor organization which delivers the goods, so to speak, and really helps those who pay into its treasury. It seems to be not so busy instituting strikes as it does in filling its treasury for the benefit of its members, both in life and in death. This is apparent when it is shown that up to the last accounting it had disbursed in sick benefits $2,722,433.61 and death benefits to the amount of $2,128,578.74. These are large and splendid expenditures, collected and expended for objects which bring the money back to those who paid into it four-fold.

Trade Not Yet Normal in York.

Improvement Noted in Some Factories—Doings of Retailers and Manufacturers.

YORK, PA., April 25th.

IT is stated here that the lower prices prevailing in this county for leaf tobacco is bringing into the county a considerable number of Lancaster tobacco men, and that some of them have operated quite extensively.

Grove & Hoffman, of Marietta, are said to have purchased several hundred cases at prices ranging from five to seven and one-half cents for the wrapper grades, and two cents for the fillers.

The cigar industry from all accounts is now showing improvement, and some of the factories are getting orders more plentifully. The conditions can, however, hardly be said to be normal, and it seems to be running in sections with a few factories here and there quite busy, but a still larger number which are experiencing continued dullness.

Fred Hirschhorn, of the United Cigar Manufacturers' Company, last week visited the firm's branch factories in this county.

The Harry Pulliam cigar, upon which a very extensive campaign is being conducted in this city, has drawn widespread attention, and is gaining quite rapidly as a leading nickel propositon with nearly every progressive dealer, hotel, club, and drug and grocery stores in the city. Indeed, it would be difficult to find a retail establishment about town where the Pulliam cigar could not be found. Mr. Seth Warner, of this firm, contemplates a short trip West during this week, unless the growing demands for this firm's product should become so pressing as to detain him.

After the most extraordinary three months' business that they have ever experienced, the cigar box manufacturing firm of Wallick & Gohn are now finding a little relief. They had been compelled to resort to overtime work in order to meet the demand of several of their larger customers, and for a time it looked as though it would become urgently necessary for the firm to procure better facilities.

E. S. Sechrist, at Dallastown, during the past week received orders for a half million cigars. The demands upon this factory have been so great during this spring that he has had no opportunity of accumulating any goods on hand. In fact, his facilities have been overtaxed during the entire season, and preparations are now being made to open a new branch factory in a nearby town, in the hope of being able to meet the demands more promptly.

Edward Noll, of Dallastown, has opened a new factory on East Main street for the exclusive manufacture of a five-cent cigar. He is now placing cigarmakers at work and expects to have his new line on the market at an early date.

Members of the cigar trade at Dallastown make up a large coterie of baseball enthusiasts, with the result that the Red Lion Athletic Association was recently formed, prominent among the members of which are T. E. Brooks, of the T. E. Brooks Cigar Company; D. Frank Kaltreider, importer of cigar bands; H. L. Haines, cigar salesman with the Brooks Cigar Company; W. J. Neff, of the cigar firm of W. J. Neff & Company, and W. A. Lehr, a well known local cigar manufacturer. These "fans" want baseball standards to be raised and will spare no expense to accomplish their object.

The "Judge Shepard" cigar from the H. F. Kohler factory at Nashville, was recently given a considerable boost by a half-page announcement in a local paper. The brand is being distributed in York by well known local jobbers and has for some time been a good seller. The Kohler factory is reported to be more than ordinarily busy at the present time, with the demand running almost exclusively for the product of five and ten-cent goods.

More Hands Employed in Lancaster Factories.

New Orders Cause Stimulating of Industry—Personal Notes of Interest

LANCASTER, PA., April 25th.

THERE is some evidence of a revival in the cigar trade in this county; not only have city factories noted this improvement, but those operating in the outlying districts have recently been favored with sufficient new orders to enable them in several instances to increase their working forces. With it all, however, orders seem to be coming intermittently, and consequently it does not have the wholesome effect on the leaf trade which that branch of the industry is anxiously looking for. Visitors seem to be undaunted, and among the number who have recently visited this city we note the following: J. L. Aubrey & Company, Baltimore, Md.; Theodore Bixby, of the American Sumatra Tobacco Company, New York; John Swisher, of Swisher Bros., of Newark, Ohio, and Samuel Brudno, of Cleveland.

Philip Pretzfeld, of Pretzfeld & Company, New York, returned to his home on Saturday last quite ill, although he kept up his customary routine of work each day until the end of the week.

John Slater, of John Slater & Company, recently visited factory headquarters here, but returned some days ago to his home at Washington, Pa.

The S. R. Moss Cigar Company has good reason to feel elated with the hearty reception that is being accorded the introduction of their latest creation, the "El Mosico" brand of nickel cigars. This product has been favorably received wherever it has ben offered, and some very substantial orders have been taken.

Quite a social affair took place in Lancaster last week, when Miss Mary R. Bard, niece of R. S. Brubaker, president of the Conestoga National Bank and a prominent leaf tobacco packer, was married to Charles S. Brennenan, of New York City. The wedding took place at Mr. Brubaker's home, and among the guests was Mr. G. W. Spitzner, a member of the firm of C. H. Spitzner & Son, extensive packers and dealers in leaf tobacco in New York.

A donation of $2000 was recently made the St. James Episcopal Church of this city by the widow of the late J. Gust Zook in the form of a robing room for the choir, as a memorial to her late husband.

A writ of replevin for forty-four cases of leaf tobacco was recently issued against John H. Greenley, trading as the Iona Tobacco Company, by S. J. Kohler, trading as the University Cigar Leaf Tobacco Company. The tobacco is valued at $1350.19, and the complainant alleges that he purchased the tobacco but was refused possession of it.

Factories All Clean at Louisville.

The tobacco factory inspections made by Dr. Ed. Grant, Health Officer at Louisville, Ky., discloses conditions that are highly pleasing to the authorities.

Of the American Tobacco Company's factories Dr. Grant said that the conditions under which the stemmers work are as favorable as those in the best factories in the city. Ample toilet facilities for males and females, dressing-rooms well enclosed and excellent ventilation were found in all the plants. The factories are as healthy as The Seelbach.

A sample of the artesian well water supplied the workers was taken by the inspectors and will be analyzed by City Chemist Dr. Vernon Robins.

Two hundred thousand pounds of tobacco owned by the Burley Tobacco Company and the Lawrenceburg Supply Company were destroyed by fire at Lawrenceburg, Ky., early in April. The loss is estimated at, approximately, $75,000.

Pacific Coast Trade Taking Many Cigars.

San Francisco Dealers Waiting, but Others are Buying — More Manillas on Way.

SAN FRANCISCO, April 25th, 1910.

THE retailers of San Francisco are playing a waiting game. It was confidently believed at the first of the year that the slot machines would soon be back on the counters, and more new stands have been opening all the time with this expectation. There are too many in the business to permit more than a few to prosper without the machines, but they are still barred out, causing a condition which is unsatisfactory all around. The wise ones say that the machines will soon be allowed to return, and when they do there is little doubt that the local trade will at once get on its feet again.

Country business has been uniformly good, and is still so in most localities, though buying has been interrupted in some places by anti-saloon agitation. In the communities which have gone dry, however, it is found that the cigar business quickly readjusts itself, and there is little to fear as to the ultimate outcome. Travelers returning from more distant points in the coast territory report conditions unusually prosperous, and feel assured that this market will consume more cigars of Eastern and Cuban make this year than ever before, notwithstanding the importations from the Orient.

The San Francisco trade is taking great interest in the plans for the Panama-Pacific Exposition, which it is believed will be held in San Francisco on the completion of the Panama Canal in 1915. The Retail Cigar Dealers' Association has issued a circular to its members, urging them to use their efforts in promoting the exposition and to attend a meeting and banquet this week, when addresses will be given by prominent business men on the benefits to be gained from having such a fair in this city.

Frank H. Ray, vice-president of the American Tobacco Company, is stopping in San Francisco this week.

The local market is still largely overstocked with Manila goods, and much of the stock on hand is found very hard to move. The standard lines, however, still find a fair outlet in the local trade, and are in good demand in the East, shipments continuing on a large scale.

H. L. Judell & Co. expect a large shipment of Manila cigars on the next steamer from the Orient, and report a strong and increasing demand for the La Union goods all over the Coast. They have so far sold the bulk of their goods in this territory, and while they have sent some to Eastern houses they are not prepared to go after that business very strongly. They have the general agency for La Lucabana Manila cigarettes in this country, and expect quite a lot of them within the next week or two. It is expected that Manila cigarettes will be imported on a fairly large scale from now on, as the misunderstanding in regard to the revenue has been straightened out, and the factories are making goods which can be profitably imported. The first shipments will be used to fill orders, and it is believed that a sufficient market can be built up for the goods to absorb all that are likely to be brought in.

Emil Judell, of H. L. Judell & Co., has just returned from a trip up the California coast, where he found conditions very encouraging. J. L. Hopkins, outside man for this company, has been confined to his bed for some time by a severe illness, but expects to be back in the harness in a few days.

E. C. Bondy, of Bondy & Lederer, of New York, accompanied by Mr. Dalton, the Western representative, is visiting the trade on the Coast. Mr. Bondy reports prosperous conditions all over the territory, and believes the outlook for the year is very bright.

The Edw. Wolf Company is still short of its Havana lines, "El Infinito" and "Don Antonio," and is getting in goods by express to fill the current orders.

Charles Mattheas & Co., California agents for E. Regensburg & Sons, are entertaining M. Regensburg. They are doing energetic work with the "American" cigar, sales of which are keeping up to the usual standard.

Arthur Meyer, Coast representative of Bustillo Bros. & Diaz, is now in Salt Lake City, and will return by the Northern route, visiting the trade along the way.

William Tara is now working on the road for Ehrman Bros. & Co. in the interest of "Condax" cigarettes.

D. H. Moulsdale, representing Sanchez & Haya, has returned East after a visit to the Coast trade.

The Hoffman-Moore Company has just received a large shipment of goods from Fritz Bros., of Cincinnti, the greater part of which are needed to fill orders already booked. The company was visited last week by Mr. Friedman, of the Charles Morris Company, who placed with them the agency for "La Integridad" brand. The Hoffman-Moore Company is making good progress, and is adding to its sales organization. Joe Hoffman is spending the week in the country north of the bay.

Sol. Arkush, representing the Martinez-Havana Company, is now working in Arizona, but will arrive here in a few days, and expects to spend some time among the dealers of central California.

T. D. Becker, the specialty man sent out from the factory to work with H. Rinaldo & Co. in building up the trade for the "La Vega" cigar of Celestino Vega & Co., has been here for several weeks, and as a result Mr. Rinaldo reports a considerable increase in the sales of that line.

Arthur Samuel, who has a chain of stores in Stockton, Sacramento and Fresno, Cal., has just signed a lease on a building which will be erected at the corner of K and Eighth streets, Sacramento. He will occupy the ground floor with a large cigar establishment, sub-letting the upper stories.

Bier, Saalburg & Co. have taken up the agency for the "Sam Sloan" cigar of Samuel I. Davis & Co.

Max Fleishman, a former dealer of Bakersfield, Cal., has opened there again under the name of Max Fleishman & Co., and intends to specialize on the Gunst lines. He believes there is a great future before Bakersfield, as the oil industry, of which it is the center, is the leading business of the State at present.

Alexander Herbert, of Philip Morris & Co., has left for the East after a short visit to the dealers in San Francisco.

Burns up Tobacco Stock; Quits Business.

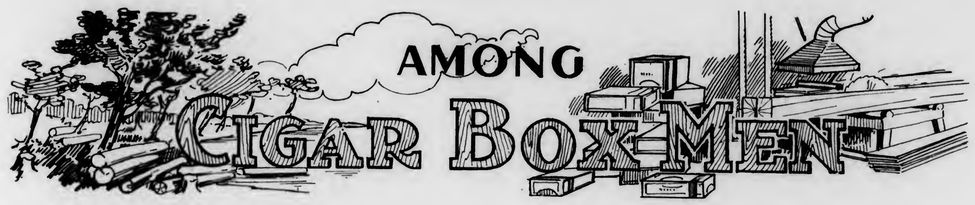
Conscience-Stricken Groceryman Decides It's Evil to Sell the Weed in Any Form.

DANVILLE, Ill., April 25.

SUDDENLY smitten by his conscience with the belief that it is evil to sell cigars and tobacco, Edward Buy, proprietor of the East End grocery store, gathered all his stock of cigars, cigarettes and tobacco, piled them in an immense pyre in the middle of the street and set fire to them. The bonfire attracted hundreds of people, and it was with difficulty that the police kept mischievous boys from purloining packets of cigarettes and plugs of tobacco from the burning mass. Incidentally, the bonfire acted as a very clever advertisement for the store.

When asked why he had decided to discontinue selling tobacco in any form, Mr. Buy explained that he believed the use of tobacco a filthy habit and injurious, especially to boys and young men. He placed tobacco in the class of alcohol, cocaine and opium, and stated that his example as a Sunday School superintendent, in selling tobacco, was a bad one and, that after some years of profit taking, he felt guilty of wrongdoing. So he decided to quit the business entirely and confine his sales alone to groceries.

It is denied that sand is ever found in any sugar sold in the Buy store.



Effect of Caution Label Ruling.

THE new ruling of the Commissioner of Internal Revenue permitting the printing of caution notices directly upon cigar boxes instead of being printed first upon paper and then being pasted upon the boxes, does not seem to have met with the hearty response by box manufacturers as its progenitor had evidently expected and hoped for. According to a Western contemporary some cigar-box manufacturers are really almost up in arms over the recent action of the commissioner.

It is contended by those dissatisfied, it will entail extra labor and expense upon the boxmaker and probably without additional or at least commensurate compensation, who argue that this printing feature will be a considerable cost to the box-makers, as all boxes are made to order, and every lot, whether large or small, will necessitate a special composition, due to the different factory number, besides which the actual feeding through the press must be met. Heretofore caution notices were printed in large quantities and by this means the cost of composition was distributed, but with the direct branding on the wood, a different proposition is created. It is probably truly enough maintained that feeding boards through a press is necessarily slow work as compared to the running of paper sheets which probably contain from four to six caution notices each.

In the West in particular the boxmakers seem to have brought into vogue the branding of the factory number on the cover of the boxes, instead of printing it on the bottom of the box, so that the work could be done in conjunction with the top brand printing process, which effected a saving of separate printing of the bottom piece. But the new ruling would do away with this process and necessitate a return to the older methods of printing the brand on the top of the lid and the caution notices on the bottom. Two operations are necessarily more expensive than one.

Boxmakers are already talking about fixing a certain additional charge to cover this additional expense, and it seems that cigar manufacturers are listening agreeably to their proposition. It will save the cigar manufacturer time and labor in eliminating the work of pasting caution notices on his boxes, and the new process, also, has other advantages which are no doubt agreeable to the cigar man; one of these is that the danger of an oversight when pieces of wood are fed through a press as boxes are made up are much less than when paper caution notices are applied singly on boxes when they are in the process of being stamped up.

It will be remembered that not so very long ago a ruling was issued by the Commissioner of Internal Revenue that caution notices must be affixed to cigar boxes by the cigar manufacturers and could not be thus affixed by cigar box manufacturers, which practice was at that time becoming quite common. Under the new ruling the Internal Revenue Department has necessarily had to practically reverse its own position, for the printed caution notices will, of course, be done by the box manufacturer.

Space will not permit of any greater elaboration upon this subject at this time, and the final outcome of the action of the department will be watched with keen interest.

Supply of Cedar Logs.

"Importations of cedar logs into this country are way down to the minimum," said Mr. Sheip, of the Henry M. Sheip Mfg. Co. "There are scarcely any arrivals on incoming steamers and it looks as though there would be a cedar famine in the next few months as the stocks on hand diminish. I personally know of one man who went to Cuba on the first of March to contract for his year's supply of cedar, expecting to return in three weeks. He is still down there and is still looking for logs and willing to take amost anything good or bad.

"Because of these conditions, I do not see how cedar can hold to its present price very long. After July 1st I look for advances, not only in woods, but also in all its manufactured products. Boxes can certainly not be made at a profit at the present low level which is still about the same as during the panic of 1907. A lot of cigar box manufacturers are liable to lose money unless they make a move to cover themselves. I can only explain that they either do not know how to figure the cost of their boxes, or they are willing to work without a profit.

"James J. Hill, the railroad man, has predicted a big boom in the fall and I rather believe that he is going to prove a good prophet this time. There is every indication that by summer a good trade revival will be on. Outside of cigar boxes we are doing an excellent business. The cigarmakers have been out on a strike here, and, of course, that made things dull for us in the cigar box line temporarily. The strike is over now and we expect better things all around."

Manufacturers' Reports.

CINCINNATI.

Cincinnati cigar box manufacturers are of accord in declaring that during the month of April a satisfactory progress has been shown in the box industry, and the business outlook at the present time seems quite encouraging to them. Supplies of material are reasonably abundant, and no noteworthy change in prices has occurred. A number of lumber salesmen have visited the city recently, but they found manufacturers pretty well supplied.

The Geise Cigar Box Co. announce that their business this spring has been very satisfactory with March an exceptionally good month, and that April was also holding out very well. They have experienced lately a large increase of demand from the smaller members of the cigar trade from various parts of the country, indicating that upon the whole, the cigar trade is not so bad in this section.

The old established house of Samuel W. Trost Cigar Box Co. report a fairly good business during the past month, and that a decided improvement is shown in the past two weeks. They are now more than hopeful of a good year's business and declare that there are no discouraging elements at the present time. The lumber situation is quiet with an abundant supply available at continued reasonable prices.

Aman & Sandman recently booked some large orders for packing boxes, which they are specializing in, and this in connection with an active box market is keeping their factory running with full forces.

INDIANAPOLIS.

It is the report of cigar box manufacturers here that during the past month there has been a slight decrease in the volume of business, although it was not enough to cause any alarm, nor to cause any reduction in their working forces. Factories have been continued on regular time, and are looking forward to an improvement.

Brinker & Habeny, who are the largest box manufacturers in Indianapolis, declare their belief that the noted decrease in business is due largely to a strict enforcement of Sunday laws, intimating that the consumption of cigars has been affected to such an extent that the boxmaker also feels it. Their factory, however, is working on full time.

PHILADELPHIA.

With local labor disturbances now at an end, the Philadelphia box manufacturers feel more encouraged and have renewed their confidence of a more active period during the remainder of the year.

The box firm of F. Brecht's Sons, which is the oldest in the city, inform us that orders have been coming to them at a rather lively rate, considering the general conditions of the cigar trade, and that a full working force has been steadily maintained since New Years. They believe, also, that now that the initial months of the year are successfully concluded there will be an improvement noticeable in their business.

At the office of Sheip & Vandegrift, Inc., the writer was informed that the cigar box industry has not been entirely satisfactory to them, owing to low and unsteady prices which have prevailed. Their operations were somewhat interfered with during the strike period, and which now being happily terminated, they are looking forward to a period of improved conditions.

CHICAGO.

Conditions among cigar box manufacturers seem to be improving somewhat. A short week had been the rule for some time past, but with continued good weather the box people are liable to reap the benefit of improved conditions among cigar manufacturers, which nothing will help so much as favorable weather.

A. C. Henschel & Co. have experienced a gradual increase in their business, which has been steadily swelling and shows results that are fully in keeping with those of the previous year. They feel more than confident that there will be an even greater improvement from now on.

G. Merz & Son announce that they can find little difference between the business conditions of this year and those of last. They put little stock in the theory that local option has affected business adversely. They announce themselves as contented to let good enough alone, and in fact they see good reasons for believing that conditions will not only continue to grow and soon be at least normal, but that they are expecting an active trade during the year of 1910.

NEW YORK.

The box manufacturers of New York continue to complain of the desultory trade conditions. They do not blame competition wholly, but admit that business is dull. By the use of a little diplomacy it was ascertained that cigar box manufacturers from other points seem to be in a position to offer boxes at prices more advantageous to the cigar trade than what they can be produced for in New York. It is claimed that factories in Pennsylvania, Virginia and Maryland have certain advantages in better facilities for production. This includes, usually, lower rents, cheaper labor and lumber plants in closer proximity effecting a saving in freight expenses.

The C. B. Henschel Mfg. Co., of Milwaukee, Wis., cigar box manufacturers, have increased their capital stock from $100,000 to $200,000 and will increase their manufacturing capacity.

MONROE D. SELLERS

Proprietor Keystone Cigar Box Factory, Sellersville, Pa.

Use Locomotive to Circumvent Strikers.

The strike of the operatives in the stemmery of the plug tobacco factory of the American Tobacco Company at Louisville, Ky., has caused considerable disturbance in that city. After the strikers had prevented the hauling of tobacco to the factory in wagons, the American Tobacco Company loaded eight cars with tobacco and had them hauled by locomotive to the doors of the factory. This action so aroused the strikers that they at once appealed to the union men working on the railroad to refuse to haul the products of the company, and are making every effort to enforce this.

No Receiver for Ghio Company.

Application by Joseph Badaracco and others for the appointment of a receiver for the Ghio Cigar Company, St. Louis, Mo., has been denied by the Circuit Court. In the petition it was alleged that George J. Ghio, the president of the company, was extravagant, and that his "entertainment" expenses increased from $60 in June to $625 in December. It was also alleged that he paid too high salaries to salesmen. In defense, Mr. Ghio denied extravagance, and showed that his expenditures in December included Christmas presents to employees.

Fine for Misuse of Union Labels.

A fine of $25 was imposed last month by the Court in Galveston, Texas, on a cigar manufacturer who used the official label of the Cigar Makers' Union on boxes of cigars, the contents of which were not manufactured by union labor. The prosecution was brought by the local union, and the suit established a unique precedent.

NEW YORK.

New York City.

WITH an apparent increase in the production of cigars throughout the country, the continued lack of interest in the leaf market is becoming severely puzzling. One would naturally expect that with an increase in the production of cigars there must follow an increased demand for the raw material, and so there will if the increase in production continues. But it seems that the time has not yet come when manufacturers are compelled to replenish their stocks, and in view of the fact that conditions are not stable at present, manufacturers are not inclined to purchase leaf on a speculative basis, consequently sales of small proportions. Various reasons have been advanced for the desuetude in the cigar trade, prominent among which was that the high cost of living was proving a tremendous barrier against the consumption of cigars. This attribution, however, is not borne out by facts, and the recent increase in the production of cigars clearly shows that the reputed cost of high living is not the chief cause of the sluggishness in the cigar trade.

On the other hand, there is a pronounced contrast between the rapid advance in the price of almost every commodity under the sun, and the very slight, if any, material advance in the price of leaf tobacco. In fact, in many varieties or types market prices are to-day lower than they were some months ago. There has been reported considerable moderation of prices in Wisconsin tobacco, while in Pennsylvania the buying of 1909 tobacco remaining in farmers' hands proceeded at slightly higher figures.

The Sumatra market does not show any material change, but importers seem to be urging the sale of old goods. This can, no doubt, be accounted for by the fact that some of the importers have not made any purchases this year, and others only small quantities, and but very few of them in noteworthy amounts. We have it from a few of the purchasers at early inscriptions that considerable of their earlier selections have already been placed with manufacturers Prices for the new goods are necessarily high, because of the high prices prevailing at Amsterdam this year.

The Havana market developed some activity during the past fortnight, especially for remedios. In other types, however, there was merely a routine business done. The news from Havana of recent rains in the Vuelta Abajo and the Partedio districts has been most welcome, and tobaccos will now be taken from the poles and proceed to bale.

PENNSYLVANIA.

Philadelphia.

UNLIKE the reports which have come from several of the leaf markets, it is stated in Philadelphia that prices have stiffened considerably. This would seem almost unbelievable in view of the fact that in New York and other cities the market, if anything, has shown a decline, yet it may be that local houses were in a position to offer certain very desirable tobaccos and were, therefore, able to obtain a price that was probably slightly above the average obtained in other markets. Generally speaking, the market was quiet and a small but clearly steady trade was done in domestic leaf tobacco.

In Sumatra tobacco there have been some offerings of new goods, but selections thus far made have been largely from old stock, the prices of which have been not only firm, but showed a slightly advancing tendency, owing to the higher prices which must be obtained for new tobacco.

The Havana market has been about normal and moderate sized purchases are being made. Importers are somewhat cheered up over the fact that there have recently been rains in Cuba, and which were much needed for the efficient handling of new packings.

Lancaster.

THE leaf market is still in a comatose state; purchases have not only been few, but small in quantity. In view of the general dullness in market conditions for old goods packers are still directing their attention largely to the buying and handling of new goods. The buying activity, however, has decreased very materially recently. It would appear that local packers are experiencing a shortage in help, with the result that operations of several of the larger warehouses are falling behind. In the first place, the packing season was late in beginning and many men who find employment in warehouses during the winter period were this year compelled to seek work elsewhere, with the result that packers now find themselves greatly handicapped. It is this fact that is advanced as one of the principal reasons why the buying movement is not progressing more actively at the present time.

The tactics pursued by the buyers this year have been very different from former seasons. They have done a great deal more driving and made their selections with much greater care, and perhaps fewer of them per day than ever before. It was not an uncommon thing in former years to find a buyer entering a certain section and practically clean it up, whereas this year they are picking out crops here and there and covering a much wider range of territory. It also seems that during the past week there were some purchases made at as low as seven cents per pound. Crops which now command a higher figure must be very good. It is estimated that about three-fourths of the 1909 crops have now been contracted for.

Williamsport.

It is reported here that the tobacco crops in Lycoming County are now virtually all purchased. It seems that the tobacco raising industry in this section has been increasing some during the recent years, notwithstanding that their crops were also affected, a fair sized crop from Lycoming County at prices ranging from eight and one-half cents upward. It is estimated that practically the entire crops of both Clinton and Lycoming Counties have been purchased by packing interests.

WISCONSIN.

Edgerton.

LIKE reports that are being received from other centers, the conditions of the leaf trade are also lethargic. The volume of business in old goods has been comparatively small, and prices, if anything, seem to have receded from former figures. The only activity that the market has seen is in the buying of last season's crop and which has been going steadily on. Prices, however, have been mostly around the seven-cent mark, with perhaps an occasional slight advance for exceptionally fine crops. Recently a sale of a carload of '07 tobacco was consummated and the goods shipped to an Eastern jobber.

Work at the local warehouses is progressing very nicely considering that there are only limited forces of help obtainable, and in consequence the packing season will necessarily have to continue for a much longer period than usual. The new plant beds which have been set out have not progressed very well lately because of cold rains and occasional frosts. It is thought, however, that no large amount of real damage has been done.

Viroqua.

The unseasonably cool weather has retarded the progress of handling tobacco. Local packers are growing somewhat impetuous over the delay in receiving and delivery, and some have even threatened the closing of their warehouses. As a result, some farmers have felt harassed and resorted to all manner of means to bring their crops into case and for that purpose they have used exhaust steam, which in several instances worked admirably. There is also a scarcity of help complained of. Plant beds have been laid in some sections of the county, while a number of other growers have been waiting and hoping for warmer and more favorable weather.

OHIO.

Miamisburg.

WEATHER conditions are gradually becoming more favorable, although the cool spell was quite protracted. The recent warm spell has been helpful in enabling a more rapid delivery of old goods to warehouses, and crops now remaining in farmers' hands have been very materially reduced. Of Zimmer Spanish it is said very little remains in first hands.

Arcanum.

The remnants of Zimmer Spanish tobacco remaining in farmers' hands are being cleaned up at from six to eight cents. It is stated that there are still some farmers who are still obdurate and will not accept these prices. In most instances they are being left to hold their tobacco.

Eaton.

Eight cents a pound seems to be the prevailing price that is being offered for 1909 crops of tobacco grown in this territory. It seems, however, that in view of the fact that these prices are not quite as much as farmers had realized during recent years, growers are a little reluctant to let their crops go. Tobacco men, however, are confident that they will not be able to pay a higher figure even later on, and unless they get the goods at these figures they are simply allowing them to remain in the farmers' hands.

NEW ENGLAND.

Hartford, Conn.

A LITTLE more activity has been displayed in the tobacco market recently. Not only have more buyers put in an appearance, but a considerably greater number of purchases are reported. Prices are more stable, but the scale is lower than it was at the outset. The concensus of opinion is that farmers who were holding their tobacco for higher prices have made an irretrievable mistake. There is some broad leaf unsold, for some of which as high as 22 cents is being offered, and the Havana seed variety is practically out of growers' hands.

Tariffville, Conn.

Tobacco growers are no longer concerning themeslves so much over their 1909 crops as they are of the early or preliminary preparation for the planting season. At the present time seed beds are being sterilized, and they have been much favored with better weather during the past week or so. There are indications that of the Havana seed there will be about the same acreage this year as last, and that larger acreage of broad leaf may be planted this year. Fully 400 acres of tobacco will be grown under shade this year in this valley.

Connecticut Valley Trade Notes.

Hinsdale, Smith & Co. are this year going more extensively into the priming method, and H. J. Judson, a local buyer for this house, is having his sheds fitted for the priming of his crops this year. It is stated that some growers last year had an adverse experience by this method.

It is stated that more tobacco sheds are to go up in Glastonbury this season than for some seasons past, some of these buildings to cost in the neighborhood of a thousand dollars.

Several tobacco growers of the Wapping district had peculiar and disastrous experiences recently in tobacco transactions. One grower sold his tobacco, receiving a deposit of $500; at the same time he gave his note for a like amount. Some time later on the buyer declared that he did not want the tobacco, and subsequently the grower was obliged to hand over the $500 to redeem his note and the deal was off. Another grower has involved himself in a heap of trouble by selling his tobacco, receiving money and contract. Later the goods were turned down by the buyer, who received back his money, and the contract was void. On the same day this same grower sold his tobacco to another party at a still lower figure than he was to have had in the first instance, and again lost heavily by the deal.

A monthly meeting of the Hartford County Tobacco Growers' Association was attempted to be held recently on a Monday night, but was adjourned *sine die*. It appears that general interest in the association was extinct. Notices for the meeting were sent out a month before it was to take place, but upon that instance an adjournment was necessary, as there was no quorum. Ironclad resolutions do not seem to be favorably regarded by many of the tobacco growers of Connecticut and they would seem to have feared the promulgation of such action if they had attended the proposed meeting.

Badger State Items.

Carl W. Wobbe, of Rose &Wobbe, New York leaf tobacco dealers, recently spent several days in various leaf centers of Wisconsin.

M. H. Bekkedal, of Westby, Wis., has purchased the large tobacco warehouse built by the Northern Wisconsin Leaf Tobacco Company, at La Crosse. The company will retire from business. This makes the seventh warehouse which this packer will operate in the Vernon and Crawford County districts.

The Edgerton warehouse of the United Cigar Manufacturers Company has been closed after a continuous run of fifteen weeks, during which time a large force of help was employed and about $20,000 paid out in wages.

The American Cigar Company has closed the sorting room of its warehouse at Edgerton.

After spending some time in Wisconsin, Fritz Lederer, connected with the exporting firm of Heinrich Neuberger, has returned to New York recently.

Boom Lexington as Tobacco Centre.

E. T. Robards, Supervisor of Sales of the Lexington Loose Leaf Tobacco Market, in a recent interview spoke enthusiastically over Lexington's future as a tobacco centre. He said that Lexington has grown to such an extent that it is the most important distributing point in Kentucky. Lexington is the centre of the entire Burley growing section of the State and nearby there are grown 75,000,000 pounds of tobacco. So far this year nearly 21,000,000 pounds of this amount have been sold, the proceeds of which, distributed among the farmers, warehousemen and redryers, amount to $3,000,000.

Continuing, Mr. Robards said:

"There has been expended in permanent improvements, and equipments for the handling of tobacco more than $750,000 and there is a pay roll of 1,000 employees, whose weekly wages average from $10,000 to $15,000. This market has already established a stability that places it far beyond the experimental period."

"The steady uniformity of prices," Mr. Robards added, "has done much to establish the Lexington market. From the beginning to the close of the market, the weekly and monthly averages would show that there has scarcely been a variation of fifty cents per 100 each week in the market price, and that, too, in the face of the high prices at which this market opened.

"Another evidence that this market has attained a magnitude of importance in the estimation of the trade is the fact that it is visited by such representative men as Hugh Campbell, president of the United States Tobacco Company, of Richmond, Va.; Mr. Reynolds, of the R. J. Reynolds Tobacco Company, Winston-Salem, N. C.; Mr. Patterson, of R. A. Patterson Tobacco Company, Richmond, Va.; and R. K. Smith, manager leaf department of the American Tobacco Company, New York, all of whom have paid it this compliment."

Sow Grass to Kill Tobacco.

A new phase of total depravity, in addition to that of night riding, barn burning and such crimes, has evinced itself in the Kentucky tobacco regions in the sowing of grass seed in the tobacco plant beds to their ruin. So detrimental is such a mixture of grass seed and tobacco that the State is offering a reward of $200 each for the arrest of the miscreants engaged in this dastardly business.

New Orleans has been visited lately by A. Andrews, president of the Tobacco Workers' International Union. Several other labor leaders happened in New Orleans about the same time. There is no complaint, so far as known, of anything wrong in labor circles, but McAndrews and others were traveling around generally to keep things stimulated. They seem to have gone thoroughly through the various branches at New Orleans.

E. V. D. Paul, one time president of the Universal Tobacco Company, of New York City, and who quit the weed in order to begin ranch life in the West, has been in New York the past month meeting his old friends. Mr. Paul says he would not exchange his 400 acres in Mendocino County, Cal., for the biggest skyscraper in New York unless, forsooth, he could sell the skyscraper right away and buy a bigger ranch with it.

The Ditmars Anti-Tobacco bill as finally passed by the Ohio Senate, forbids the sale of tobacco in any form to minors under the age of eighteen years. As originally passed in the House, the age limit was fixed at twenty-one. Fines ranging from $50 to $200 are provided. As the bill is very loosely drawn and has many loopholes, the tobacco dealers do not think it will stand a test in the courts.

V. Schedel, cigarmaker, at 1710 Vine street, Cincinnati, has assigned, owing $2000, having $1000 assets.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark
For Searching a title which does not result in registration, 25 cents.
For transferring and Publishing Transfer of Registration, 50 cents.
For issuing Duplicate Certificate of Registration, 50 cents.
☞ Applicants should be careful to fully specify the use of desired Trade-Mark

TILL-LEE:—19,989.
For cigars, cigarettes and cheroots. Registered April 14, 1910., at 9 A. M. by Fehsenfeld Cigar Co., Baltimore, Md.

LORD LEISURE:—19,990.
For cigars, cigarettes and cheroots. Registered April 14, 1910, at 9 A. M., by Fehsenfeld Cigar Co., Baltimore, Md.

PANAMA EXPOSITION:—19,991.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 14, 1910, at 9 A. M., by Julius G. Hansen, Reading, Pa.

GENERAL ADOPTO:—19,992.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 14, 1910, at 9 A. M. by H. Anton Boch & Co., New York.

BONMERITO:—19,993.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 14, 1910, at 9 A. M. by W. S. Gleim, Lancaster, Pa.

PETITE MARIE:—19,994.
For cigars, cigarettes and cheroots. Registered April 14, 1910, at 9 A. M. by Calvert Lithographing Co., Detroit, Mich.

SPEED KING:—19,995.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 14, 1910, at 9 A. M. by Schmidt & Co., New York.

GENTO:—19,996.
For cigars. Registered April 14, 1910, at 9 A. M. by Wm. Frier, Mt. Vernon, Ind.

OTHER:—19,997.
For cigars. Registered April 14, 1910, at 9 A. M. by Wm. Frier, Mt. Vernon, Ind.

TAMPA SHARKS.—19,998.
For cigars. Registered April 15, 1910, at 9 A. M. by J. D. Greenlees, Tampa, Fla.

YOCOBINA:—19,999.
For cigars. Registered April 15, 1910, at 9 A. M., by Guyer & Calkins Co., Freeport, Ill.

MICH:—20,000.
For cigars. Registered April 15, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia, Pa.

WAPATO:—20,001.
For cigars. Registered April 16, 1910, at 9 A. M., by A. C. Henschel & Co., Chicago, Ill.

LITTLE LIGHT:—20,002.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 18, 1910, at 9 A. M., by H. A. Weiser, Newmanstown, Pa.

EL ASERTO.—20,003.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 18, 1910, at 9 A. M., by Schmidt & Co., New York.

DO IT FOR DULUTH:—20,004.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 18, 1910, at 9 A. M., by A. M. Balfany, Duluth, Minn.

LEKKERBEK:—20,005.
For cigars, chewing and smoking tobacco. Registered April 18, 1910, at 9. A. M., by S. R. Kocher, Wrightsville Pa.

PRINCE CHAP:—20,006.
For cigars, cigarettes and cheroots. Registered April 18, 1910, at 9 A. M., by Calvert Lithographic Co., Detroit, Mich.

KRAMERS NEW LIGHT:—20,007.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 18, 1910, at 9 A. M., by Hacatampa Cigar Co., Tampa, Fla.

ERICSSON CLUB:—20,008.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 18, 1910, at 9 A. M., by Fred. H. Moffatt.

SAN SERVANDO:—20,009.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 19, 1910, at 9 A. M., by American Lithographic Co., New York.

SPENDTHRIFT:—20,010.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 19, 1910, at 9 A. M., by American Lithographic Co., New York.

RED MEDAL:—20,011.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 19, 1910, at 9 A. M., by American Lithographic Co., New York.

HAVANA RECORD:—20,012.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 19, 1910, at 9 A. M., by M. C. Bressler, Freeland, Pa.

POIA:—20,013.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 19, 1910, at 9 A. M., by Schmidt & Co., New York.

CUBAN LASS.—20,014.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 19, 1910, at 9 A. M., by Schmidt & Co., New York.

LORD BYRON:—20,015.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 19, 1910, at 9 A. M., by E. Poulo, Marcoglou & Co., New York.

HAPPY'S HAVANA SMOKERS:—20,016.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 19, 1910, at 9 A. M., by Charleston Cigar Co., Charleston, Mass.

DUBLIN HAVANA SMOKERS:—20,017.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 19, 1910, at 9 A. M., by Charleston Cigar Co., Charleston, Mass.

WAVERLY HOUSE:—20,018.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 19, 1910, at 9 A. M., by Charleston Cigar Co., Charleston, Mass.

A-Q SMOKERS:—20,019.
For cigars, cigarettes and cheroots. Registered April 19, at 9 A. M., by Alvarez-Quim Cigar Co., Thomasville, Ga.

THE FREELAND:—20,020.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 19, 1910, at 9 A. M., by M. C. Bressler, Freeland, Pa.

VAN'S SPECIAL SMOKER:—20,021.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 19, 1910, at 9 A. M., by J. I. Van Buskirk, Boston, Mass.

BASMA:—20,022.
For cigars and cigarettes. Registered April 20, 1910, at 9 A. M., by M. Rappaport, Philadelphia.

RESTAURANT SPECIAL:—20,023.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 20, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

EMID:—20,024.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 20, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

WM. OF ORANGE:—20,025.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 20, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, N. Y.

CLERANA:—20,026.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 20, 1910, at 9 A. M., by W. M. Gleim, Lancaster, Pa.

HOWDY P. A. P.:—20,027.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 20, 1910, at 9 A. M., by A. Richman, Jamaica Plains, Mass.

BEN-MY-CHREE:—20,028.
For cigars. Registered April 21, 1910, at 9 A. M., by Gilbert Cigar Mfg. Co., Philadelphia.

EL PHARMETO:—20,029.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 21, 1910, at 9 A. M., by Scott McDonald, St. Paul, Minn.

GOLDEN POINT:—20,030.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 21, 1910, at 9 A. M., by D. Kanter, Chicago, Ill.

SUKRATOS:—20,031.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 21, 1910, at 9 A. M., by D. Kanter, Chicago, Ill.

GEYSER:—20,032.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 21, 1910, at 9 A. M., by Heyman Bros. & Lowenstein, New York.

PRESIDENT:—20,033.
For tobacco. Registered April 22, 1910, at 9 A. M., by M. McCoy, Philadelphia, Pa.

GOVERNOR:—20,034.
For tobacco. Registered April 22, 1910, at 9 A. M., by M. McCoy, Philadelphia, Pa.

GRAIN BELT:—20,035.
For cigars. Registered April 22, 1910, at 9 A. M., by St. Louis Cigar Box Co., St. Louis, Mo.

LADY OF THE ALPS:—20,036.
For cigars, cigarettes and cheroots. Registered April 22, 1910, at 9 A. M., by Herman Juhnke, Chicago, Ill.

VALENTINE GATES:—20,037.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 22, 1910, at 9 A. M., by H. P. Hake, York, Pa.

AXAM:—20,038.
For cigarettes, chewing and smoking tobacco. Registered April 22, 1910, at 9 A. M., by C. A. Voultsos & Co., Worcester, Mass.

SWEET IDLENESS:—20,039.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 22, 1910, at 9 A. M., by H. A. Weiser, Newmanstown, Pa.

ROYAL SHENANDOAH:—20,040.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 23, 1910, at 9 A. M. by S. Kauffman & Bro., Dallastown, Pa.

LA HARRINO:—20,041.
For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. Registered April 23, 1910, at 9 A. M. by Harry Abrams, Philadelphia.

THE GOLINDO:—20,042.
For cigars, cigarettes and cheroots. Registered April 23, 1910, at 9 A. M. by The Golindo Cigar Co., Baltimore, Md.

NATIONAL COMMERCE:—20,043.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 25, 1910, at 9 A. M. by Dana-Cates-Simson Co., Newark, Ohio.

HESPERITE:—20,044.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 25, 1910, at 9 A. M. by The Havana Imp. Co., Chicago, Ill.

P-KOK:—20,045.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 25, 1910, at 9 A. M. by The Havana Imp. Co., Chicago, Ill.

20,046—Not issued.

CALADORA:—20,047.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 25, 1910, at 9 A. M. by Caladora Cigar Co., Philadelphia.

CALLO:—20,048.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 25, 1910, at 9 A. M. by Caladora Cigar Co., Philadelphia.

NONE COMPLETE:—20,049.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 25, 1910, at 9 A. M. by Caladora Cigar Co., Philadelphia.

BONNY-DOON:—20,050.
For cigars. Registered April 26, 1910, at 9 A. M., by Gilbert Cigar Mfg. Co., Philadelphia, Pa.

CANAL SMOKER:—20,051.
For cigars. Registered April 26, 1910, at 9 A. M., by Charles S. Delicato, Boston, Mass. (By permission.)

POLI-CON:—20,052.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 26, 1910, at 9 A. M., by H. B. Franklin & Co., Chicago, Ill.

PAWACO:—20,053.
For cigars. Registered April 26, 1910, at 9 A. M., by Payette-Walsh Co., Detroit, Mich.

SOVERAYNE:—20,054.
For cigars. Registered April 26, 1910, at 9 A. M., by Payette-Walsh Co., Detroit, Mich.

BELLA:—20,055.
For cigars. Registered April 27, 1910, at 9 A. M., by M. Fitterman, Philadelphia, Pa.

SPANISH WEAPONS:—20,056.
For cigars and stogies. Registered April 27, 1910, at 9 A. M., by H. G. Hake & Co., Red Lion, Pa.

CASA LEO:—20,057.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 27, 1910, at 9 A. M., by American Lithographic Co., New York.

DEAR ONE:—20,058.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 27, 1910, at 9 A. M., by American Lithographic Co., New York.

BRUCE McRAE:—20,059 (by permission).
For cigars, cigarettes, chewing and smoking tobacco. Registered April 27, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York.

DAMA DE AMOR:—20,060.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 27, 1910, at 9 A. M., by Chas. Stutz Co., New York.

GOOD INTENT:—20,061.
For cigars. Registered April 27, 1910, at 9 A. M., by Enterprise Cigar Co., Trenton, N. J.

VILLA DE CUBA:—20,062.
For cigars. Registered April 27, 1910, at 9 A. M., by F. P. Shanfelder, Newmanstown, Pa.

I'M RIGHT:—20,063.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 27, 1910, at 9 A. M., by Julius G. Hansen, Reading, Pa.

LEGAL RIGHTS:—20,064.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 27, 1910, at 9 A. M. by The Moehle Lithographic Co., Brooklyn, N. Y.

LIRONDA:—20,065.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 27, 1910, at 9 A. M. by The Moehle Lithographic Co., Brooklyn, N. Y.

FAMA DEL LUZ:—20,066.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 27, 1910, at 9 A. M. by The Moehle Lithographic Co., Brooklyn, N. Y.

CANCELLATIONS.

NEWPORT CLUB:—19,917.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered March 30, 1910, at 9 A. M., by Joseph Weinreich, Dayton, Ohio, has been cancelled.

GOLD BELT:—19,570.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 28, 1910, at 9 A. M., by Havatampa Cigar Co., Tampa, Fla., has been cancelled April 25, 1910.

ROYCROFT:—19,651.
For cigars, cigarettes and cheroots. Registered February 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York, has been cancelled April 25, 1910.

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SITUATION WANTED as superintendent of cigar factory. Twenty years' experience. All branches. Good references. Address Qualified, Box 18, care of The Tobacco World. 1-1-r.

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WANTED to buy some cigarmakers' tables and chairs. Address with full particulars, Hilbronner & Jacobs, 327 N. 8th St., Philadelphia. 4-15-c

Salesmen Wanted.

WANTED—Salesman, on good commission basis, to sell fine line of seed and Havana and five-cent goods in the West and also the Pacific Coast. Give particulars of former employment. Address Reliable, Box 13, care of The Tobacco World. 1-1-r.

WANTED.—Cigar salesman on a commission or salary basis; must have reference. Apply Box 26, care of The Tobacco World, 102 South Twelfth street, Philadelphia. 5-1-c.

WANTED—First-class, experienced tobacco salesmen to represent an old-established factory, on liberal commission basis. Up-to-date brands and packages. Good territory open. Address Tobacco Manufacturer, P. O. Box No. 812, Detroit, Mich.

For Sale or Rent.

FOR SALE—By the undersigned, the executors of the estate of Henry H. Heert, deceased, for the purpose of winding up the said estate: The business and plant heretofore and now carried on under the name of Knickerbocker Cigar Factory, at Nos. 110-112 Murray Street and 166-167 West Street, New York City, Manhattan Borough, including a large stock of Havana, Sumatra and other tobaccos, manufactured cigars and tobacco in process of manufacture, tables, moulds, labels, implements, fixtures and other paraphernalia belonging to such factory, book accounts and outstandings, and the lease and good-will of such business. The business has been established for many years, and was conducted part of the time by the late Henry H. Heert alone, and part of the time by him in partnership with others, and has been well and favorably known to the trade for many years. The chief brand of cigars manufactured by such business was the "Fifth Avenue," which had and still has a large local trade. Bona fide intending purchasers will be given full opportunity to investigate the stock, fixtures and the books of account. Address all communications to J. Kantrowitz, attorney for estate, No. 320 Broadway, New York City, Manhattan Borough, or to John Lechler, No. 110 Murray Street, New York City, Manhattan Borough. Ray H. Winsten, Moses Esberg, John Lechler, Executors.

FOR SALE OR RENT AT ATLANTA, GA.—We offer for sale a large brick structure; 4 floors 50 x 100 feet, 2 floors 55 x 122 feet and one floor 30 x 30 feet; also frame outer buildings having 10,000 square feet and occupying an acre or more of ground, the whole plant being well adapted to the manufacture of tobacco, cigars or cigarettes. Wired throughout for electricity and steam-piped throughout for heat. This location is near the city of Atlanta and ten minutes' ride on the street car. This splendid plant will be sold for $33,000 on easy terms, or will be leased for $2,000 per annum. Apply Tobacco World Corporation, 102 S. 12th St., Philadelphia.

FOR SALE—Two Cigar Box Trimming Machines, one Grammes Double Trimmer and one Ostrum Single Trimmer. Address Box 27, care The Tobacco World. 5-1-c.

Foreman Wanted.

WANTED—Superintending foreman, with ability to lead, handle and get proper results from the different people in the different departments under him in a factory of 50 people. One with the ability to take care of and build up a larger force and output quickly, and properly handle larger and greater affairs in the future, if necessary. Successful by experience in all departments of inside work of cigar factory. With ability to handle in detail cigarmaking, packing, learners, stripping, selecting, casing and sweating departments with success; also good judge of tobacco. Give age, nationality by descent and references, with general outline of your experiences and with whom. Good salary with inside interest to right man. Address "At Once," Box 25, The Tobacco World, 102 S. 12th Street, Philadelphia, Pa. 4-1-c

Suit Over Shrinkage of Burley.

Suit to recover $969.35 for the alleged loss from shrinkage on tobacco has been brought in the Circuit Court of Louisville, Ky., by the People's Tobacco Company, of New Orleans, La., against the Burley Tobacco Society. The plaintiff avers that the losses were on shipments made in December, 1908, and January and February, 1909. According to the petition, incorrect weights were recorded on the bills of lading, so that when the tobacco was received the weight was less than the weight of the tobacco which was purchased by the Louisiana company.

Maryland growers are chagrined on account of the refusal of Governor Crothers to approve the $2,500 appropriation for the State Tobacco Growers' Association. The bill was designed especially to advertise tobacco growing, and, it is contended, would have tended to bring in considerable revenue to the State treasury.

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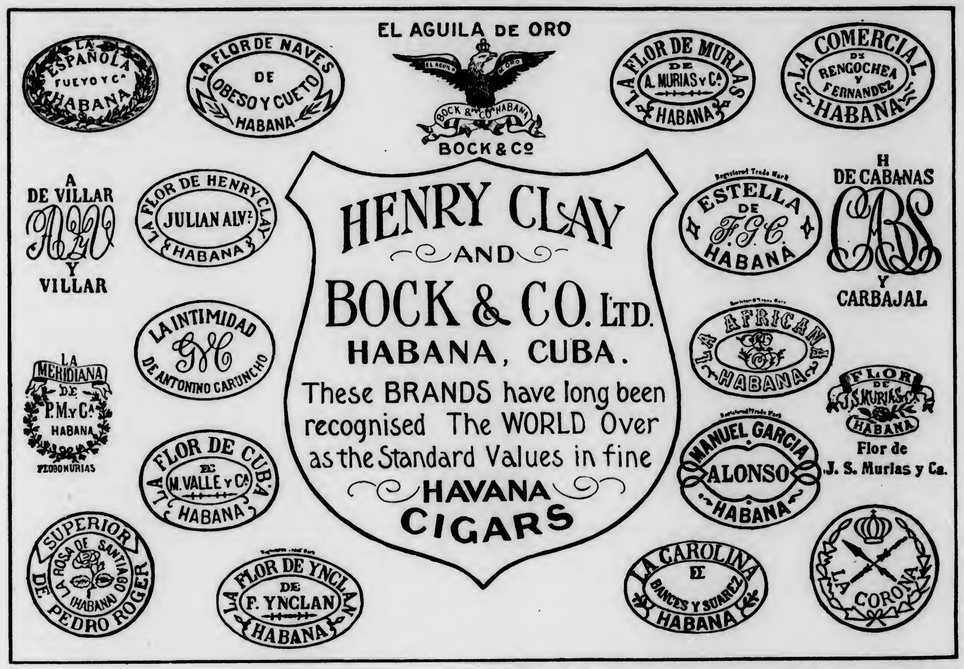
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INTENTIONAL SECOND EXPOSURE

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Robert Burns

MILD

10c. Cigar

"The Quality is Mild
but
The VALUE IS STRONG"

Straiton & Storm Co.

NEW YORK

ESTABLISHED 1871

ROIG'S CIGARS

THIRTY-NINE YEARS THE
STANDARD BEARERS IN
THE QUALITY MARKET

MADE BY

ANTONIO ROIG & LANGSDORF

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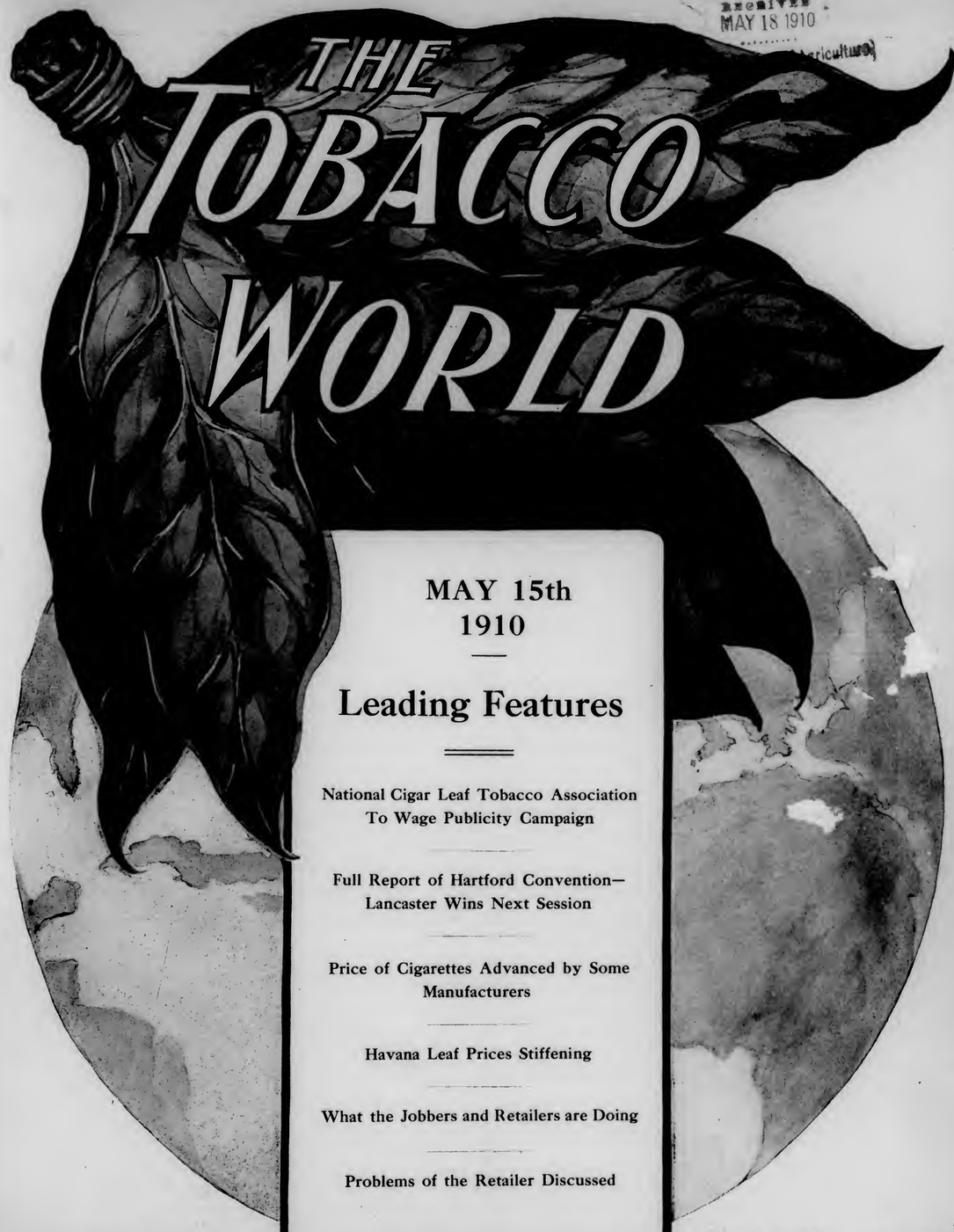

MAY 15th
1910

Leading Features

National Cigar Leaf Tobacco Association To Wage Publicity Campaign

Full Report of Hartford Convention—Lancaster Wins Next Session

Price of Cigarettes Advanced by Some Manufacturers

Havana Leaf Prices Stiffening

What the Jobbers and Retailers are Doing

Problems of the Retailer Discussed

ESTABLISHED 1881 Vol. XXX No. 10

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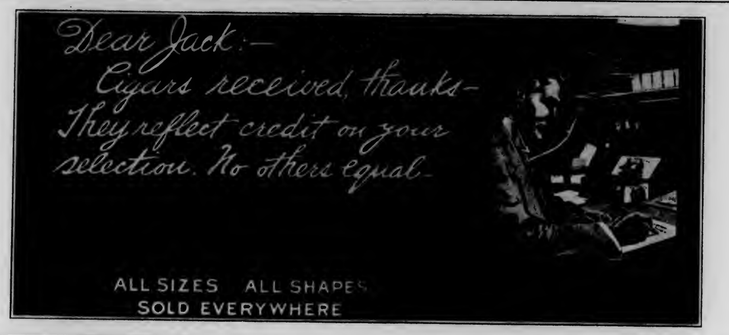


FOR GENTLEMEN OF GOOD TASTE

SAN FELICE

5c A HIGH GRADE CIGAR FOR 5c

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

The DEISEL-WEMMER Co.

Makers, : : Lima, Ohio

The Only Genuine

Ideal Cigar Lid Holder

The best Holder and Price Card Design in one piece ever invented. Box lids can be placed in four different angles. Keeps show cases uniform. Endorsed by the following leading cigar stores, hotels, drug stores, and one thousand other places where cigars are sold:

United Cigar Stores Co. (all stores)		Waldorf-Astoria Hotel,	New York
Manhattan Hotel	New York	Plaza Hotel	"
Cadillac Hotel	"	Hotel Belmont	"
Broadway Central Hotel	"	Imperial Hotel	"
Acker, Merrall & Condit Co.	"	Childs & Co.'s 65 Lunch Rooms	"
Hygrade Wine Co., 21 branches	"	Salvador Rodriguez	"
Finley, Acker & Co., Philadelphia		Boch-Griffin & Co., Philadelphia	
R. L. Rose & Co., Providence, R. I.		Smokers Paradise Co., Atlantic C., N. J.	
May Drug Co., Pittsburg, Pa.		Lee Cahn, Cincinnati, O.	
Albert Breitung, Chicago, Ill.		J. H. Leonard, Chicago, Ill.	
James M. Stutsman, Dayton, O.		The Owl Drug Co., Oakland, Cal.	
W. Goldstein & Co., Toronto, Can.		Spokane Post Card Co., Spokane, Wash.	
E. A. Robinson & Co., Maysville, Ky.		Boltz-Clymer & Co., San Antonio, Tex	
Alexander S. White, Sidney, Ohio			

Ideal Cigar Lid Holder Co.

1267 Broadway, New York

REY EDUARDO

Clear Havana Cigars

Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on

REY EDUARDO

An extremely rich bouquet, but pleasing and mild in character.

Price List Mailed Promptly Salesmen Show Samples

PARK & TILFORD

Broadway and 21st Street, New York

Perfect Cigar Box Lid Holder

It serves you right.
It holds the cover FIRMLY at any angle.
It prevents BREAKING of lids.
It not only holds your COVERS but also your PRICE-TAGS.
Cigar Price Tags furnished in 31 designs.
Samples free.
Profitable side line for cigar and drug salesmen.

MILWAUKEE NOVELTY CO.

392 Hanover St. Milwaukee, Wis.

"NORTH POLE" SMOKING TOBACCO

Read what Lieut. Peary says:

UNITED STATES TOBACCO CO.
Richmond, Va.

Gentlemen:

"I am indebted to the United States Tobacco Co., both on this expedition and on the last, for some specially packed 'North Pole' Smoking Tobacco for the use of the expedition. This tobacco was most highly prized by both members of the party and the Eskimo, and assisted materially in passing many an hour of the long, dark winter night at Cape Sheridan."

(Signed) R. E. PEARY.

1⅔ oz. 5 Cents

Also packed in 3 oz. Pouches 8 oz. and 16 oz. Tins

FRISHMUTH'S WHITTLE CUT TOBACCO

WILL NOT BITE THE TONGUE

The Best

One Hundred Years Old

Mr. Dealer: Whittle Cut Tobacco is being advertised all over the United States. Will you not supply the demand we thus create. Write us today and we will put you in touch with the distributor in your district.

FRISMUTH BRO. & CO., Inc.
Philadelphia, Pa.

THE QUALITY OF SAVARONA CIGARS

We have many strong and convincing points that we could bring out about our SAVARONAS, such as:

- Tropical Climate and Soil like Cuba
- Plantations in the Best Districts of Porto Rico
- High Grade Tobacco
- Our Own Modern Factories
- Highly Skilled Labor and Efficient Management
- No Duty to Pay on the Cigars
- More Profit to the Dealer and Jobber

In all these points we have marked superiority. **The point we want to emphasize however is the Quality.** Pass over all the above arguments, but try the smoking quality of SAVARONAS with any other cigar. Smoke them together, or one after the other, compare them in any way you like with an unbiased mind, and **you will find the quality is there.**

The Smoking Test is the Only One. We will be glad to send samples to any Jobber to test.

Cayey-Caguas Tobacco Company

Pine Street, New York

Trade Bringers

"MATCH IT"
CHEROOTS

Large Size
5 for 10c
Small Size
3 for 5c

Specialists on Cheroots and Little Cigars

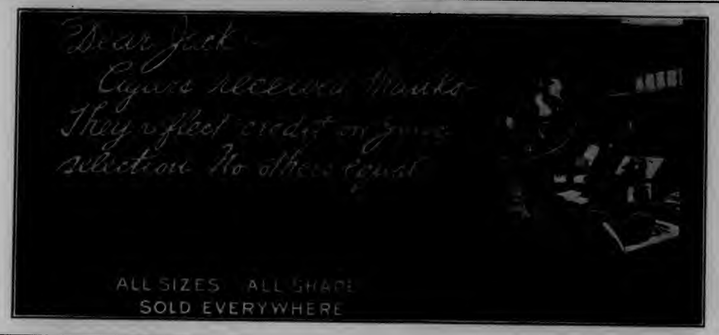
Send for Samples of our
HAVANA CADETS
Retail
9 for 15c

We also make the well known brands of
MANCHESTER STOGIES, BARNONE and EMPIRE WHIFFS (Little Cigars)

Manchester Cigar Mfg. Co.

118-20 South Howard Street
Baltimore, Md.

Philadelphia and Pennsylvania Representative F. B. Robertson, P. O. Box 425.



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Cadillac Hotel "
Broadway Central Hotel "
Acker, Merrall & Condit Co. "
Hygrade Wine Co., 21 branches "
Finley, Acker & Co., Philadelphia
R. L. Rose & Co., Providence, R. I.
May Drug Co., Pittsburg, Pa.
Albert Breitung, Chicago, Ill.
James M. Stutsman, Dayton, O.
W. Goldstein & Co., Toronto, Can.
E. A. Robinson & Co., Maysville, Ky.
Alexander S. White, Sidney, Ohio
Waldorf-Astoria Hotel, New York
Plaza Hotel "
Hotel Belmont "
Imperial Hotel "
Childs & Co.'s 65 Lunch Rooms "
Salvador Rodriguez "
Boch-Griffin & Co., Philadelphia
Smokers Paradise Co., Atlantic C., N. J.
Lee Cahn, Cincinnati, O.
J. H. Leonard, Chicago, Ill.
The Owl Drug Co., Oakland, Cal.
Spokane Post Card Co., Spokane, Wash.
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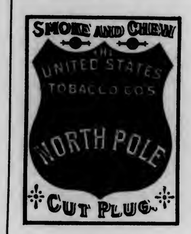

1⅔ oz. 5 Cents

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Richmond, Va.

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(Signed) R. E. PEARY.

Also packed in 3 oz. Pouches 8 oz. and 16 oz. Tins

FRISHMUTH'S WHITTLE CUT TOBACCO

WILL NOT BITE THE TONGUE

The Best

One Hundred Years Old

Mr. Dealer: Whittle Cut Tobacco is being advertised all over the United States. Will you not supply the demand we thus create. Write us today and we will put you in touch with the distributor in your district.

FRISMUTH BRO. & CO., Inc.
Philadelphia, Pa.

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Plantations in the Best Districts of Porto Rico
High Grade Tobacco
Our Own Modern Factories
Highly Skilled Labor and Efficient Management
No Duty to Pay on the Cigars
More Profit to the Dealer and Jobber

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Pine Street, New York

Trade Bringers

"MATCH IT"
CHEROOTS

Large Size
5 for 10c
Small Size
3 for 5c

Specialists on Cheroots and Little Cigars

Send for Samples of our
HAVANA CADETS
Retail
9 for 15c

We also make the well known brands of
MANCHESTER STOGIES, BARNONE and EMPIRE WHIFFS (Little Cigars)

Manchester Cigar Mfg. Co.

118-20 South Howard Street
Baltimore, Md.

Philadelphia and Pennsylvania Representative F. B. Robertson, P. O. Box 425.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
CIGARS.

El Wadora
CLEAR HAVANA.

Is Now and Always Will Be the Best Five Cent Cigar Made

LOOKS LIKE 15 CENTS
SMOKES LIKE 10 CENTS
COSTS 5 CENTS

SIG. C. MAYER & CO.

MAIN OFFICE, 515, 17, 19, 21 AND 23 LOMBARD STREET
PHILADELPHIA

Factories Nos. 1, 15 and 153

CRESSMAN'S
COUNSELLOR
5¢ CIGAR
ALLEN R CRESSMANS SONS MAKERS PHILADA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

PORTUONDO

Juan F. Portuondo founded
our business in 1869.

When a brand stands unbroken from Maine to California for forty years, there must be something in it.

Juan F. Portuondo Cigar Manufacturing
- - COMPANY - -

1110—1116 Sansom St., PHILADELPHIA, PA.

CHALLENGES
COMPARISON

White Knight
5c. Cigar

MADE BY
NEUMANN & MAYER CO.
PHILADELPHIA, PA.

The Newest Creation
of
An Old House

¶ Named after the great baseball premier—PULLIAM—Cigars are making a hit with the FANS, and other discriminating smokers.

¶ *Backed by fifty years' experience in the Cigar business we offer a new line of five-cent goods under the name of HARRY PULLIAM.* ¶ *This Cigar is a combination of Havana and Seed Leaf with just enough HAVANA to give it pronounced AROMA, and just enough domestic leaf to make it very mild*

¶ Our hope of success in introducing the PULLIAM Cigars is based upon the fact that we have the facilities to buy tobacco suitable to our needs in abundant quantities to guarantee uniform quality.

ROOT FOR PULLIAM It Will Increase Sales Likewise Your Profits **Remember**

PULLIAMS PLEASE PARTICULAR PEOPLE

Made by

HERMAN WARNER & CO.
YORK, PA

Established Fifty Years

Territory Open to Progressive Houses. Write Us Today

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

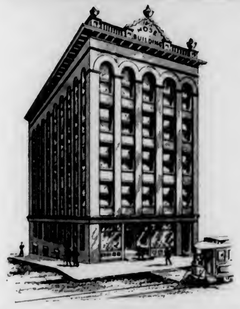
43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

"Egyptian Lotus" Plain or cork tips. 15c per package.
"Fifth Ave" With mouthpiece, plain or cork tips. 10 per package.
"Egyptian Heroes" Plain or cork tips. 10c per package.
And other brands. All are made of pure Turkish Tobacco of superior quality. Union made. Samples and Price List sent on request.

I. B. KRINSKY Office and Factory: 227 BOWERY, NEW YORK



Michael Hose A. F. Brillhart

Dallas Cigar Co.

MANUFACTURERS OF

CIGARS

AND DEALERS IN

Leaf Tobacco

Dallastown, Penna.

Handle the Tobacco and Cigarette which is sold FOR you as well as TO you

Spilman Mixture SMOKING TOBACCO — WITHOUT A BITE OR A REGRET

Spilman Mixture Cigarettes — DIFFERENT FROM ALL OTHERS

Write for prices and particulars. It will pay you. Agents Wanted.

E. HOFFMAN COMPANY, Manufacturers, Chicago

BEAR BROTHERS

MANUFACTURERS OF

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.

Correspondence Solicited — Samples on Application

SPECIAL BRANDS: ESSIE AND MATTHEW CAREY

THE LEADING TEN CENT CIGAR

Write for Prices. An Interesting Proposition for Jobbers

ENTERPRISE CIGAR CO. TRENTON, N. J.

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobacco**

NOS. 49-51 WEST JAMES STREET

LANCASTER, PENNA.

LIBERMAN SUCTION TABLES

RECOGNIZED STANDARD

Thimbles made to order to fit any desired shape of cigar head

TUCK CUTTERS AND CIGAR MAKERS' KNIVES

LIBERMAN MANUFACTURING COMPANY

812-814 Winter Street, Philadelphia. Pa.

Critical Buyers always find it a pleasure to look over our samples. Samples cheerfully submitted upon request.

Packing Houses—FLORIN, PA., on Main Line of Penna. R. R., and 14 Mifflin St., LANCASTER, PA.

Office in FLORIN

Telephone 432-B P. O. Box 96

E. L. NISSLY & CO.

GROWERS AND PACKERS OF

CHOICE

CIGAR LEAF

TOBACCO

FINE B'S AND TOPS OUR SPECIALTY

MILTON H. RANCK

PACKER OF

Penna. Broad Leaf

Dealer in All Grades of

DOMESTIC CIGAR LEAF TOBACCOS

201-203 N. DUKE STREET

LANCASTER PENNA.

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

WESTERN OFFICE---PAUL PIERSON, MGR.
160 WASHINGTON ST., CHICAGO, ILL.

PENNSYLVANIA REPRESENTATIVE
A. E. WALLICK, YORK, PA.

CIGAR RIBBONS

Largest Assortment of PLAIN AND FANCY RIBBONS

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON COMPANY

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

36 EAST TWENTY-SECOND STREET, NEW YORK

For Genuine Sawed Cedar CIGAR BOXES, Go to Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS

AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.

CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.

SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

The Mechle Lithographic Company

Clarendon Road & East 21st St. Brooklyn N.Y.

General Offices

171 East Randolph St. Chicago Ill.

Cigar Labels, Bands & Trimmings.

WM. STEINER, SONS & COMPANY

LITHOGRAPHERS

257 to 265 WEST SEVENTEENTH STREET - - - NEW YORK

SPECIALTIES:

Cigar Labels — Advertising Novelties

Imported and Domestic Bands

NEW ORLEANS SAN FRANCISCO

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO CINCINNATI

Finest Imported Cigar Labels and Bands

Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

Möller, Kökeritz & Co.

25 Astor Place, New York.

WPSCHUTZ'S 44 CIGARS Made by 44 CIGAR CO. Inc. Philadelphia

M 5¢ C

A NEW FEATURE

OF ALL

PROMINENT STORES

VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.

NEW YORK

The Originators of the

CONDAX STRAW TIPS

EL CREDITO and MIRAMAR

American Clubmen's Favorite Brands

EL CREDITO DE C·R·MAURI HABANA — Trade Marks — MIRAMAR DE (RODRIGUEZ Y HNO) HABANA

If you want to handle a popular line of RELIABLE HAVANA CIGARS write for our price list.

RODRIGUEZ Y HNO.

BELASCOAIN 88c. Esq. A. Penalver

Havana

World Famous Gold Medal Brands

"Diligencia"

"Imparcial"

"Flor de Moreda"

"Cornelia"

LA DILIGENCIA DE M.Y.G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

"THE WORLD" SELLS ITS ADVERTISING SPACE—NOT ITS OPINIONS

The Tobacco World

Vol. XXX. PHILADELPHIA AND NEW YORK, MAY 15, 1910. No. 10.

New Manila Regulations now in Force.

Internal Revenue Bureau Co-operates with Exporters to Raise Standard of Goods.

Special Cable to THE TOBACCO WORLD.

MANILA, May 13th.

IN ACCORDANCE with the plans agreed upon by the tobacco interests, the Collector of Internal Revenue for the Philippine Islands has put into force regulations affecting the shipments of Philippine cigars to the United States. These regulations, as forecasted in recent dispatches to THE TOBACCO WORLD, are meant to raise the standard of quality on all grades exported to the States and thereby overcome the prejudice that has arisen in some quarters against Manila products.

The Internal Revenue Department has acquiesced with the demands of the Manila Tobacco Association that all shipments must contain the following ratios: Not less than 35% high grade; mediums from 50 to 60%, and low grades 15%.

Lane's Schedules Filed.

ON Monday last Robert E. Lane's schedules in bankruptcy were completed and filed with the courts, and the results of the inventory show debts amounting to $38,902.24, exclusive of a claim of $2,760 owing the Metropolitan Bank and a claim of $3,200 due B. Wasserman & Co., both of which are fully secured. The assets are figured at $31,850, but the amount they will really net is problematical, as stocks, fixtures and bad debts are the principal components. There are twenty-five creditors with accounts over $50, among the largest of which are the Cifuentes, Ferdinandez y Ca., $8,012.42; Garcia Panda & Co., $5,106.80; Park & Tilford, $5,029.29; M. S. Arrus y Ca., $3,184.85; Metropolitan Tobacco Company, $3,008.71; Broad Exchange Company, $2,375; Clarence H. Kelsey, $2,333.32; United States Realty Company, $1,000, and the Montauk Cigar Company, $1,011.42. It is hoped that by careful management the estate will pay 25%.

Mr. Lane is anxious to resume business and his attorney, M. S. Schector, 34 Pine street, New York, has been busy during the past week visiting his creditors with a composition offer of settlement, and he has met with such success that Mr. Lane hopes to be able to resume shortly and continue business at the stores at 111 Broadway, 20 Broad street and 25 Broad street.

The offer proposed by Mr. Lane is to pay 75% eventually; 15% in cash forthwith and 60% in notes running six, nine and twelve months after the date of settlement.

The Lane store at 16 Wall street has been entirely closed out, and the building in which it was so long located is now being torn down.

Straw Hat Free with Box of Cigars.

MILWAUKEE, WISC., May 12th.—A timely stroke of advertising was made by the Abraham Cigar Stores last Saturday, when a straw hat was given away with every purchase of a box of "Victor Herbert" cigars, of Jeitles & Blumenthal, Philadelphia. Unfortunately, the weather was a bit cool and few of the purchasers wore their gifts.

Prices of Cigarettes Advance.

Scarcity and High Cost of Turkish Tobacco Forces a Rise in American Made Goods.

GENERAL advances in the prices of cigarettes are predicted as the result of the rising cost of Turkish tobacco, as well as other trade conditions. In fact, some of the manufacturers have already sent out new lists, which show a reduction in discounts over the advances in the last prices.

The latest reports from Turkey, as embodied in a letter from THE TOBACCO WORLD'S correspondent at Cavalla, state that Turkish tobacco is high and scarce and that growers are demanding advances averaging in price from 50 to 100%, and even at those figures they are holding out for higher prices.

Taking effect May 2nd, the American Tobacco Company advanced the list prices on "Pall Mall" cigarettes, regular size, cork-tipped, any style packing, to $19.00 a thousand, less the usual discount. The new price is 50 cents higher than the last quotation. Other grades of cigarettes are advanced proportionately.

The rumor current in New York this week that Stephano Brothers, Philadelphia cigarette manufacturers, had reduced their discount, was denied by Constantine Stephano, of the firm. Mr. Stephano, admitted, however, that advances were contemplated and would be necessary if there were no breaks in the present high prices in Turkey.

Other manufacturers, including E. A. Condax & Co., of New York, it is reported, will soon announce advances.

New Tobacco Stemming Machine Co. Incorporates.

THE National Tobacco Stemming Co., with headquarters at Baltimore, Md., have incorporated with a Delaware charter at Wilmington on May 6th. The new concern has an authorized capital stock of $500,000, and is organized to make and deal in tobacco stemming machines.

The limited output of stemming machines in the United States could well be augmented with profit in consideration of the difficulties which tobacco manufacturers have experienced in recent weeks with arbitrary demands from help for higher wages when trade conditions utterly failed to justify them.

Burlington, Vt., Jobbers Incorporate.

The wholesale cigar and tobacco house of C. L. Soule & Co., who have been in business for some years at Burlington, Vt., have transferred their business to a close corporation and will continue business under the old firm title. The corporation has an authorized capital stock of $40,000, and those interested are Florence M. Soule, Raymond Soule and Stanley E. Brownell. The Soule Co. do an extensive business in Vermont and the adjacent States.

Hanover Manufacturer Bankrupt.

A petition in bankruptcy has been filed by F. J. Sneeringer, of Hanover, Pa. The schedule of liabilities places the amount of indebtedness at $41,143.25 and the assets at $29,025.28. It is believed that a settlement will be effected and that Sneeringer will resume business.

NATIONAL CIGAR LEAF ASSOCIATION TO WAGE CAMPAIGN OF EDUCATION

National Cigar Leaf Association to Wage Campaign of Education—Convention at Hartford Decides to Use Publicity in Upbuilding the Industry—To Strike at Insurance Evils—Lancaster Gets Next Session.

(By a Staff Correspondent.)

HARTFORD, CONN., May 9th.

GOOD fellowship and shoulder-to-shoulder co-operation, which resulted in the passage of important legislation for the benefit of the industry at large, marked the twelfth annual convention of the National Cigar Leaf Tobacco Association in this city May 9th and 10th. Representative leaf men from the various associations affiliated with this national body were in attendance in goodly numbers and the Hartford Convention will go down in trade history as one of the most successful since this organization was formed.

Briefly summarized, the important business transacted by the delegates was as follows:

1. Passage of resolutions endorsing the fight of the Association's Insurance Committee for a more equitable treatment from the insurance companies and the appointment of a man of experience to represent this body before the Insurance Commission.

2. Authorization to publish suitable pamphlets setting forth by statistics and arguments the essentials for the welfare of the cigar leaf trade. This is the first step in a widespread plan of publicity and education.

3. Condemnation of the free entry of Manila cigars and tobacco.

4. Providing for a treasury surplus to meet the extraordinary expenses in conducting the affairs of the association.

5. Notice of motion to amend the constitution in regard to the powers and duties of the officers.

President Joseph F. Cullman, Jr., was prevailed upon to accept re-election, as was Felix Eckerson, Philadelphia, treasurer.

Charles Fox was reappointed secretary.

A. B. Hess, of Lancaster, was elected vice-president, succeeding John Staun.

It was decided to hold the next annual convention on May 8th and 9th at Lancaster, Pa.

DETAILS OF THE CONVENTION.

Although rain-laden clouds overhung the skies, large numbers of leaf tobacco men from all over the country gathered on the first day in Putnam Phalanx Hall.

This building, which is among the most historic landmarks in Hartford, was gayly decorated in National and city colors. Once the scene of active preparation for warfare, this structure to-day was the abode of peace and good-will.

True, New England hospitality was dominant everywhere and that spirit prevailed throughout the proceedings.

A steady influx of delegates from early on Sunday morning continued throughout the day, the vanguard being headed by Julius Vetterlein, of Philadelphia. Some delegates made no effort to reach the convention city before Monday. They were the exceptions. But among these were some of the New York delegates and also A. H. Reeder, of Dayton, who arrived shortly after the opening of the first business session and quietly joined the happy throng already gathered.

MONDAY'S SESSION.

The opening session was called to order at 10.30 on Monday morning with Joseph F. Cullman, Jr., in the chair. After formally declaring the meeting to be open to business, he introduced Benjamin L. Haas, president of the Connecticut Leaf Tobacco Association, who said:

HAAS' WELCOME TO DELEGATES.

"On behalf of myself and all my colleagues I extend to you our heartiest welcome. This is the first time since the formation of this organization that Hartford has had the pleasure of entertaining the representatives of an industry which means so much to us all. I sincerely hope that the results of this meeting will go down into tobacco history as the highest achievement that has ever been attained at any meeting.

"Without digressing, I want to say that we are already beginning to feel the beneficent effect of having a convention in our city. It has been a veritable stimulator of membership."

President Cullman accepted with thanks the invitation to participate in Hartford's hospitality, after which the regular business was taken up.

In order to establish the rights and privileges of all delegates a report of the Committee on Credentials was called for, and was responded to by Alfred A. Olds, as chairman of the committee, who reported as follows:

OFFICERS AND DELEGATES.

Jos. F. Cullman, Jr., President.
John Staun, Vice-president.
Felix Eckerson, Treasurer.
Chas. Fox, Secretary.
Directors—Benj. L. Haas, John R. Young, W. J. Lucaswitz, I. H. Weaver, A. Bijur, I. L. Kemper, Wm. Taussig, Karl Kaffenburgh and E. A. Kraussman.

DELEGATES.

NEW YORK.

Delegates—Ferd. Cranz, F. M. Dolbeer, G. W. Spitzner, Joseph Hoffman, Edmond H. Smith, A. Cohn, Carl Wobbe, Joseph Mendelssohn, Julius Lichtenstein, John H. Duys, Benno Neuberger, L. Schmid.
Alternates—Fred. Freese, Jerome Waller, Alfred G. Smith, Frank Bach, John W. Merriam, Celestino Lopez, Julius Marqusee, Leonard A. Cohn, Moritz Neuberger, Isaac Meyer, M. Gershel, Herman G. Vetterlein.

PHILADELPHIA.

Delegates—Charles Hipple, S. Weinberg, Harry W. Bremer.
Alternates—Adolph Loeb, S. Grabosky, J. S. Batroff.

CHICAGO.

Delegates—G. W. Mack, William Taussig, Jonas S. Brown.
Alternates—John M. Meyer, Nathan Riess, A. Kraus.

CINCINNATI.

Delegates—George M. Berger, Fred. W. Miller.
Alternates—Henry Meyer, Harold Meyer.

BALTIMORE.

Delegates—A. W. Gieske, A. Fader, William J. Sneeringer, Jr.
Alternates—William Boucher, Henry Kraus, John Dellevic.

CLEVELAND.

Delegate—H. Jaskuiek,
Alternate—Paul O. Semon.

BOSTON.

Delegate—J. F. Davenport.
Alternates—A. W. Kaffenburgh, C. J. Joel.

LANCASTER.

Delegates—Joseph Goldberg, A. B. Hess, Charles E. Long.
Alternates—Morris Rosenthal, Simon Siesel, C. H. Nolt.

ELMIRA, N. Y.

Delegate—Frank Inksater.
Alternate—W. H. Lovell.

DAYTON, O.

Delegate—A. H. Reeder.
Alternate—M. E. Stern.

TROY, O.

Delegate—L. A. Wheeler.

HAMILTON, O.

Delegate—S. Major Newburgh.

JANESVILLE, WIS.

Delegate—Saml. Grundy.
Alternate—S. B. Heddles.

HARTFORD, CONN.

Delegates—E. A. Fuller, Adolph Hartman, M. L. Floyd.
Alternates—Alfred A. Olds, Wm. S. Huntting, Chas. S. Griswold.

CONNECTICUT VALLEY.

Delegates—Wm. J. Hayes, G. A. Billings and E. H. Sloane.
Alternates—Fred. M. Colton, Wm. S. Pinney, John A. DuBon.

JOS. F. CULLMAN, Jr., New York,
Re-elected President.

A. B. HESS, Lancaster, Pa.
Vice-President Elect.

YORK, PA.

Delegate—R. M. Granat.

JERSEY SHORE, PA.

Delegate—W. E. Gheen.

ALBANY, N. Y.

Delegate—I. M. Strasser.

ST. LOUIS.

Delegates—Chas. Rockel, Ferd. App, Albert Helmerich, Thos. Meininger.

The report as presented by the Credential Committee was accepted, and reports of officers and committees were then received.

THE PRESIDENT'S REPORT.

The president's annual report was next in order and was read by the secretary. It is noteworthy not alone for its importance, but its brevity, hence the shortest report ever presented by any president of this association.

Following is the report in full:

PRESIDENT'S ANNUAL REPORT.

The National Cigar Leaf Tobacco Association is gathered in its Twelfth Annual Convention. I doubt whether in all our years of growth and activity so many vital issues have been determined as in the past year. To go into details of our activities, in connection with the legislative problems that we were forced to meet, would necessitate so lengthy a report to you that, despite their vital interest, I feel it would be both tedious and unnecessary. I know that you have all shown unusual interest in these matters, and have been kept well advised of the work of our officers; besides quite a few of you have taken an unusually active part in the work of our Association, and have maintained our best tradition of hearty co-operation and absolute dependence on our membership of giving us unselfish devotion. This is the spirit that has made our Association stand for what it does, and this is the spirit that must continue.

In my report I wish to point out to you the bold outlines of the situations that confronted us and the issues we were forced to take, and I hope you will pardon me if at times I seem a little didactic. My heart and soul has been in the work, and I trust the suggestions I have to offer may be received in the same sincere spirit as I exercised after careful thought and minute attention in arriving at them.

PHILIPPINE BILL.

In my last Annual Report I gave you the assurance that the efforts of your officers would be unremitting to obtain every possible concession, and it would be our most earnest endeavor to arrive at as satisfactory as possible a settlement of the Philippine question, which had been disturbing us for the past six years.

No doubt the Philippine Bill as passed seems unsatisfactory and unnecessary to a great many of you. However, when you consider that we were able to place definite limits on the free importations of leaf and cigars, and thus were placed in a position where, at least as long as the tenure of the present administration, the uncertainty of a greater possible injury to our industry was removed, the bill as passed is not an unmitigated evil. We have guarded against further demoralization than that which certain fixed quantities of leaf and cigars will subject us to. We have placed definite limits on the possible free entries, and thus eradicated the menace of abnormally stimualting production in the Islands at our expense. Almost as unnecessary as our concessions to the Philippines are from the viewpoint of encouraging an already well established and healthy growing industry in the Island, so needless are our Don Quixotic fears of the injuries we can sustain from this source. **Ridiculous as the argument is that free admission of 150,000,000 cigars is a healthy stimulus to an industry with a production approximating only 220,000,000, just so ridiculous is the argument that these 150,000,000 cigars admitted free can demoralize our industry with an approximate eight billion production.**

The simultaneous passage of a tariff bill for the Philippine Islands with identical schedules of import duties on tobacco as provided in the Payne Bill is an earnest of the care and forethought of your officers in a most delicate situation.

We must look upon the Philippine Bill as a contribution from our industry to the pet charity of our executive. As long as we had to give, why not give gracefully and comfort ourselves with the knowledge that our annual contribution cannot be increased.

Making mountains out of mole hills has done more to advertise and introduce the Philippine product than anything else. The origin of the so-called Government Guarantee Stamp can be directly traced to an entirely unnecessary and undiplomatic attack on manufacturing conditions in the Philippines by a member of Congress. Your officers carefully investigated the possible courses of action regarding this Stamp, and ascertained that the only legal objection that could possibly be sustained against it was that it conveyed an erroneous impression rather in the lettering than in the text itself. I am glad to report that the Cigar Manufacturers' Association has taken this up with the proper authorities and obtained the necessary modifications. It is possible for our cigar manufacturers to obtain a similar stamp by appeal to the proper authorities, but

it hardly seems to me to be a judicious step. I believe the stamp will prove to be an encumbrance to the Philippine cigar manufacturers, and that they will of their own accord, discontinue the use of it.

GENERAL TARIFF.

The tobacco schedule, as forecasted in my last report, was passed with no alterations in the schedule of rates, and no relief in the inherent abuses. Our Association in the past has failed repeatedly in determining definitely upon any recommendations for changes in the rate schedule, and it was therefore a natural assumption that the schedules in the Dingly Bill were fairly satisfactory. Your Association therefore asked for no change in the rate, but merely presented facts and figures which, despite their pertinency, were overshadowed in the dual blessing of abnormal protection and tremendous revenue. However, it seems to me, from a disinterested viewpoint, that a reduction in the rate of wrapper duty is essential to the future welfare of our industry. It is indeed unlikely that such a reduction can be obtained, except by specific education of the various branches of our cigar leaf family, combined with a governmental indisposition to levy on wrapper tobacco the highest ad valorem rate of any generally used commodity.

The possibility for a reduction under such circumstances seems indeed remote, but the prospect is pregnant with the greatest impetus that can be given our industry. There are abuses under our schedule in levying duties on tobacco coming from Cuba, and, while a uniform rate of duty on tobacco would no doubt be the panacea for all these abuses, it is well nigh impossible to segregate the Cuban schedule from our general tariff law. The nature of the crops on that island in the past year has done a great deal to alleviate the abuses, and this and public sentiment at present are our only remedies. It is not so much public sentiment, but like a geographical sentiment of wrapper suitability. New treaty agreements with Cuba, simultaneous with the enactment of a tariff bill, will, it seems to me, after a most careful and painstaking investigation, eradicate the evils. In order not to embarrass our Government in diplomatic difficulties, Cuba must be classed rather as a ward of the United States than a foreign country. Otherwise no exceptions in favor of Cuba could be made without tariff retaliations by other countries.

If our government can so classify Cuba, then simultaneous tariff and treaty action would enable us to provide for a uniform rate of duty in our general tariff law with a percentage reduction to Cuba through treaty, and not deprive our cigar industry of the possible use of Cuban filler tobacco in its five and ten cent products. This possibility is essential in maintaining the prestige of our domestic cigars.

A short time after the adjournment of our last Convention, a certain Senator, on the evident grounds that tobacco is a luxury and therefore should be taxed to the utmost, offered an amendment increasing the Internal Revenue Tax on cigars on an ad valorem basis. Your Association, through indefatigable agitation, was able to defeat this dangerous legislation seething with the possibility of probable public misrepresentation by unscrupulous manufacturers owing to governmental guarantee of the wholesale sales price.

CONSTANT VIGILANCE OVER LEGISLATION.

On July 4, 1909, at 7.40 P. M., by telephone, our Washington representative advised your president that it was the Senate's intention to increase the Internal Revenue Tax on cigars from $3.00 per M. to $3.60, and that the only possible opportunity for a hearing would be the next morning at 11 o'clock. It was indeed a critical situation; but, as ever in the past, among our membership were men ready and willing to give you their best service, men with ability and acumen, who at a moment's notice, in the midst of a holiday, hurried to Washington. I don't believe I am exaggerating when I say that no greater service has ever been given our Association than that given by the coterie of men who appeared at Washington on July 5th and with unanswerable argument defeated the proposed increase.

It was characteristic of the constant vigilance and devoted interest of our Washington representative that we were able to be present. No small amount of credit is due him, for had we had a less painstakingly careful or able man at Washington the opportunity to present our case would have been lost, and it seems indeed certain that, if the increase had been favorably reported from Committee, it would have stood; for those were days when our government seemed in sore need indeed of additional revenue. The increase of two cents a pound on tobacco products sustains my point, and conversely proves the advantages and necessity of careful organization.

An attempt was made to incorporate the so-called Free Leaf Bill, with all its possibilities for fraud and private advantage, in the tariff act. We were indeed fortunate in having the bill so modified that the possible abuses, of which you all are familiar, practically were nullified. No class legislation has appeared before Congress with more persistence and regularity than this bill, and only by constant vigilance can we hope to prevent the enactment of a measure that will demoralize our industry and defraud the government of revenue, exempting a class from the provisions of a statute which must be complied with by dealer and manufacturer.

The Tariff Commission I earnestly hope will give our industry the careful consideration it is entitled to, investigate conditions and apply sound economic principles in its recommendations.

It was indeed unfortunate, not only for our industry, but for most industries of our country, that the Payne-Aldrich Bill was passed during a period when our national revenues were seriously embarrassed, and when present necessity overshadowed ultimate benefit.

I respectfully urge that we retain the services of W. L. Crounse, our Washington representative. At the sacrifice of his health, he has given us in the past year such devotion and untiring service that I believe we should tangibly express our appreciation.

URGES WAR FUND FOR FUTURE.

We are gathered in our Twelfth Annual Convention here at Hartford, and it behooves us to carefully analyze the situation that has arisen, determine by retrospect where our action and procedure has been wrong, and, with the utmost caution and wisdom, evolve a determined plan of procedure which will enable us when another tariff revision confronts us to have such a law enacted as will be for the best interest of our entire industry. I do not believe the day is far distant when the Payne-Aldrich Bill will be superseded by a law which is in greater harmony with the general tariff demands of our country. Against that day I pray you to give your earnest thought.

To my mind, the National Cigar Leaf Tobacco Association should vigorously enter a campaign of education. Actual conditions and undisputed statistics must be linked together in an adamant chain of irrefutable evidence and widespread publicity given the results, so that our entire tobacco family marks where it stands and knows which road leads to success.

Make the tobacco farmer as conversant with actual conditions as the dealers and manufacturers are. I believe that, by untiring education, we can gather in Washington a united tobacco industry with a determined policy. Let us not let a moment escape us. Let our action be present, and let us enter our publicity campaign with such enthusiasm as will make a radical out of our most conservative growers.

It is essential that means be devised to increase the revenue of our Association, so that your officers will not be embarrassed as they have been in the past by lack of funds. A substantial surplus should be acquired so that every resource for the welfare of our industry can be utilized in the event of future legislative action. Now is the time to accumulate this surplus. We cannot wait until our needs are pressing.

I wish to thank you for your kindly advices and encouragement during my incumbency. I assure you of my heartfelt appreciation of the honor you have thrice bestowed upon me. I have had some serious situations to confront, and, in evolving courses of action, I have conscientiously pursued such policies as I believed were for the best interests of our Association. In advice and suggestion, my fellow officers have given me noble assistance, for which I am deeply grateful.

May the same spirit of hearty shoulder to shoulder co-operation ever prevail in the National Cigar Leaf Tobacco Association.

(Signed) JOS. F. CULLMAN, JR.,
President.

On motion of Mr. Young, of Philadelphia, the report was received.

A cablegram expressing wishes of success was received from A. Bijur, who is now in Amsterdam, and a cablegram of regret at his absence was returned.

The Finance Commitee's report showed the association to be in a healthful condition, with a balance of $2,000 on hand and more receipts to come in.

Verbal reports were also made by the Board of Directors and the Legislative Committee.

S. Major Newburgh, of Hamilton, O., for the Transportation Committee reported that the way was now paved for a re-classification of rates of freight on leaf tobacco and that the committee was highly encouraged with the progress made during the past year.

Karl Kaffenburg, of Boston, and a member of the Transportation Committee, referred briefly to the fact that a net freight rate had been effected with the New York and Cuba Mail S. S. Co. on tobacco shipments from Cuba, and which was already pretty well known to the trade. Further he said he felt hopeful that there might be some further freight reduction.

THE PERPLEXING INSURANCE PROBLEM.

When F. M. Dolbeer presented his report on behalf of the Insurance Committee the first real animation of the morning session arose, and a general discussion ensued when the following report, as printed in part, was rendered:

ALLYN HOUSE, Hartford.
Tobacco Men's Headquarters During Convention.

We have considered the matter of re-rating risks throughout the States where cigar leaf is carried. This could have been done if we had been properly supplied with funds or if individuals were sufficiently interested to have their buildings inspected, to install improvements and appliances, to improve the risks, which cost would have been more than repaid out of the saving in premiums.

You understand that it takes time and costs money to properly prosecute such work. Your chairman has cheerfully given as much time from his business as he possibly could and has paid all the expenses of the committee for the past two years.

We have continued our efforts to establish a better feeling and have succeeded in impressing many insurance officials that our proposed methods were feasible and acceptable, and engaged their influence to establish them and to secure better rates. We have persistently forced interviews and committee meetings. Several times we have been sanguine of success, only to be overruled by stubborn opposition.

The work of our committee has resulted in creating a better feeling and understanding on the part of the companies; also between them and the assured, resulting in the lowering of rates, of more satisfactory adjustment of losses, and a greater respect for the trade, but the campaign of education must be carried on; it has outgrown the possibilities of your committee and has, to a great extent, interfered with the prosecution of their personal business.

The schedule hereto annexed (by no means complete) shows existing rates to be from 50 cents to $2.30 per annum for $100. Basic rates from 5 cents to 30 cents. Specific rates on imported tobacco from 20 cents to $1, and on domestic tobacco from 30 cents to 80 cents. In one city the specific rate on imported tobacco is 10 cents less than on domestic leaf, and in another city it is 20 cents more.

Recent revelations and proposed investigations afford an opportunity to place before the commission all the evidence we have collected of existing conditions and methods, which we feel justified in doing, if our final position does not receive proper consideration by insurance representatives.

We are impressed that this association should be prepared to take advantage of present opportunities. Your committee cannot possibly give all the time necessary to properly attend to this important matter.

One publication says that: "Twenty years ago in 1875, Judge Van Brunt, of the Supreme Court, decided that the existing combination (the New York Board of Fire Underwriters) was conducted without warrant of law," and that

"The present combination (the New York Fire Insurance Exchange) is doing more in an aggravated form."

Someone will ask: "What has this to do with conditions outside of New York?"

It has *this* to do with your interests: The same companies insure **your goods elsewhere, the** same combination has been and will continue to be extended, many of the same methods prevail throughout all districts, *location, construction, area, exposure, fire extinguishing facilities* and all other conditions are similarly considered, as well as rates.

It is a mistaken idea that if we insist upon fair, proportional lower rates, that the companies will discriminate against us in loss adjustment.

It is imperative that every local organization and individual growing, handling and manufacturing cigar leaf shall use his constant and best endeavor to co-operate with the committee, voluntarily furnishing information and suggestions, courteously and diplomatically talking to insurance brokers, managers and officers of the companies, creating a spirit of mutual confidence, co-operation and good feeling, impressing them of our good will and intentions to give and exact a square deal both in rates and adjustments.

With your approval and proper provision we will recommend that an attorney, or experienced person, be engaged to properly present our cause before the Commission in New York State, which will bring the whole matter and interests of every location to the attention of all the insurance companies doing business throughout the States.

It shall be the privilege of all individuals or associations affiliated with the national organization, or non-members, who will contribute towards a fund, to present existing facts relative to their specific locality to the insurance committee, or such representative who shall impartially exercise their best endeavors for the benefit of all concerned.

William Taussig, of Chicago, thought the action should be extended throughout the United States.

Julius Lichtenstein, of New York, favored giving power to the chairman of the committee to act and provide ways and means to carry out the policies formulated, but Mr. Taussig objected, saying he did not deem such action advisable at this time. The motion failed to carry.

The formation of a mutual insurance company for the members of the association was proposed, and it was argued that mutual companies were probably a little less pert.

L. A. Wheeler, of Troy, O., favored a plan to establish a mutual insurance company, but the proposition was referred to the Insurance Committee.

The question was finally laid on the table for later discussion.

W. J. Lucaswitz, of Dayton, moved that the Insurance Committee to secure members of local boards to report to the Committee on Insurance Matters, and the motion was adopted.

On motion of John R. Young, of Philadelphia, a committee of five was appointed to prepare and consider resolutions to be presented, and the following committee was appointed: John R. Young, of Philadelphia; A. B. Hess, Lancaster, Pa.; M. C. Miller, Hartford; Frank Inksater, Elmira, N. Y., and A. W. Gieske, Baltimore.

After some further discussions on various minor matters the meeting was adjourned at noon.

Tuesday's Session.

The second and final session was called to order Tuesday morning. At this time the Resolution Committee announced that it was prepared to report.

On behalf of Samuel Grundy, a delegate from Janesville, Wis., a resolution was presented urging the association to take more drastic action to curb the effect of encroaching monopolistic movements, and it was referred to the Legislative Committee.

A communication received from a member of the New York Leaf Tobacco Board of Trade was read which supplied considerable data.

The communication was begun by saying that:

"The following argument is advisable and necessary to clearly understand the motion and object of the motion which will be herewith submitted for consideration.

"Attention is directed to differences in totals of cigars manufactured and numbers of licensed cigar manufacturers at beginning and end of decade, 1898-1907, and is compiled from official statistics.

7,302,029,811 cigars manufactured in 1907.
4,458,836,966 cigars manufactured in 1898.

2,843,192,845 cigars, or 64% increase.

30,517 licensed factories in 1898.
23,882 licensed factories in 1907.

6,635 factories, or 22% decrease.

"Were number of licenses issued during above period added to existing number in 1908 and number in 1907 deducted from this sum, both total and percentage of decrease would be even greater.

"1908 shows a further decrease of 1063 licensed cigar factories, a decrease of near 5% from 1907.

"These statistics establish the fact that, though no other manufactured article in the world has more numerous or diversified places for sale, and though a very limited capital is required to become a manufacturer thereof, still the number of cigar manufacturers is rapidly decreasing despite a constant and considerable increase in cigar production.

"As suppliers of the raw material to cigar manufacturers, we are materially concerned and affected by this condition, and should ascertain the reasons; then, if possible, remedy them.

"It is not inability to obtain quantity or quality of raw material, because competitive leaf men always offer such.

"It is not because of difference in costs of such to small and large manufacturers, because such differences have ever existed and the

largest factories of to-day, under these conditions, developed from the smallest of beginnings.

"It is neither the tariff on imported tobaccos nor the Internal Revenue Tax on cigars, for these are absolutely alike to all manufacturers.

"It is not the added competition of the American Cigar Company, any more than competition of numerous other large manufacturers, because in spite of both, there are still many small manufacturers who prosper and even extend.

"It is not the rapidly growing chain of United Cigar Stores, because numerous independent individuals' stores exist and are being established which prosper in spite of keen competition with them.

"Years of daily business relations with cigar manufacturers should enable us to decide whether cigar manufacturers themselves may be the cause, and the following are types with whom we are quite familiar.

"We find cigar manufacturers as a rule neither graduates from Yale nor a business college; at the time of starting as a manufacturer the average is simply a workman, who frequently possesses very little knowledge of what tobaccos to combine in a cigar, and how to do business. He gains this knowledge in time in proportion to his individual ability. Hence we meet the folowing:

"'A' is a manufacturer who runs a retail store, has dirty, bare or poorly lighted show windows and often an interior to match, dirty show cases but poorly stocked, slovenly fixtures, dirty floor, sometimes adding a free view of factory, offering a vista of tin cans, filthy wood in boxes, heaps of tobacco stems, filler to dry scattered on floor, a battered unblackened stove, a man or two at work in dirty shirt sleeves, or, weather permitting, in undershirt.

"'B' runs the retail store, on entering which one is greeted with the pleasant odor of goulash or the family wash from the living room in its rear.

"'C' runs the store and asks one to wait a minute to enable him to meld at pinochle before attending to one's wants, or he keeps at work and has his wife serve one and nurse the baby at the same time.

"'D' retails his cigars at 5, 10 and 15c. each, but works scraps or seed cuttings in his 5's, as little Havana as possible in his 10's and selects large leaves from his Remedios filler as wrappers for clear Havana goods.

"'E' manufactures for box trade and charges top notch prices, too, but firmly believes as long as the cigar looks nice, any old filler or binder will do inside of it, so makes his goods as poor as the public will stand for.

"'F' manufactures for saloon trade, but has only such who refuses to retail any cigar with less than 100% profit, and also demands him to treat *ad libitum* when soliciting an order, delivering the cigars and collecting pay for them.

"'G' is the manufacturer who, through catering to saloon or sporting customers, becomes a sport or a sonse.

"'H', through societies, politics or friends, has a saloon trade such as pay good prices and demand good cigars, but because of high cost of living, or stripper wants $1.00 more weekly, or Havana fillers advanced 10 cents per pound, or seed filler two cents per pound, puts less Havana or an inferior filler into his cigar.

"'I' manufactures $12.00 to $15.00 goods, finds present cost of stock limits him to use of very poor tobacco and cigars are according.

"Further considering the constant and wonderful growth of the cheap package smokes, i. e., all tobacco cigarettes, cheroots, etc., usually sold in packages of tens at from 5 to 25 cents per package, also the added competition of the Porto Rico and Manila cigar, a natural deduction is that decreased number of cigar manufacturers is cause and effect.

"A perceptible effect is an infrequency of sons or other relatives, among small manufacturers, in succeeding such who through death or other causes had ceased manufacturing, another, many existing small manufacturers wish to sell out and quit the business.

"A perceptible effect on male labor is felt in the increasing difficulty of obtaining strippers and cigarmakers. Young men are not inclined to enter these industries, and female labor is substituted increasingly.

"The considerable increase of cigars manufactured notwithstanding, shows the concentration of the industry in fewer hands, and there are now one manufacturing concern with an annual output of over 1,000 millions, another of over 400 millions and a number of others from 25 to 100 millions.

"The present situation of the cigar industry has the following direct effects on leaf tobacco business.

"An increasing number of the large manufacturers maintain sources of direct supply independent of kind services of leaf dealer, their increasing demands and competitive buying, making it more difficult for seed leaf packers to buy raw material.

"Similar conditions confront the Havana importer, as even many of the medium-sized factories, and an increasing number of them now buy Havana in Cuba.

"These result in such increasing competition among packers and importers for large buyers that their profit becomes limited. If reluctant to sell this way, they compete with the jobber for the single case and bale purchasers who formerly were supplied by jobber only, resulting in increased competition for a class of trade that is diminishing in numbers, also in individual consumption of tobacco.

F. ECKERSON, Philadelphia,
Re-elected Treasurer.

"Condition of tobacco business is becoming so unsatisfactory that it is difficult to obtain good tobacco salesmen, many, because of finding field a narrowing one, upon opportunity engage in lines offering better prospects.

"There seems only one possible remedy to improve conditions, that of rendering the small manufacturer more fit for meeting and overcoming the obstacles to his success, such possible result would materially benefit the tobacco trade, and very possibly can be achieved to some extent by candidly discussing the situation with him, and showing him where he is at fault and pointing out the remedy.

"It would be impossible for the individual leaf man to do this, and likely very often would result in loss of custom of those to whom he even mentioned the subject, but it would be possible without danger of such results, for a representative body like the National Leaf Tobacco Board of Trade through a pamphlet thoroughly explaining things sent to every licensed manufacturer of the United States."

This communication was referred to an Education Commission, consisting of three members, and to be appointed by the president.

The following resolutions were adopted in their order here given:

HAVANA FREIGHT RATE COMMITTEE.

Resolved, that the results accomplished by the Havana Freight Rate Committee have been so satisfactory and of such great benefit as to merit the hearty thanks of the N. C. L. A., which is hereby rendered herein, and further be it

Resolved, That the said Havana Freight Rate Committee be continued.

INSURANCE COMMITTEE.

Resolved, that the thanks of the National Cigar Leaf Tobacco Association be and the same is hereby tendered to the Insurance Committee for the able manner in which it has performed its arduous work and that the committee be continued for another year; and further be it

Resolved, that the Insurance Committee be authorized, subject to the approval of the executive officer, to secure the services of a man of experience to represent our cause before the Insurance Commission.

CAMPAIGN OF EDUCATION.

Whereas, the president in his annual report recommends that this association "vigorously enter into a campaign of education;" and

Whereas, for the best interests of the association, it seems advisable that the farming interests be fully conservant with the actual conditions; therefore be it

Resolved, that a suitable pamphlet be edited and published, setting forth by statistics and arguments conditions that are essential to the welfare of our cigar leaf family.

FREE LEAF BILL.

Resolved, that the National Cigar Leaf Tobacco Association again emphatically voice its opposition to the so-called Free Leaf Bill with all its possibilities for fraud and private advantage.

THE PHILIPPINE TARIFF MEASURE.

Whereas, through the personal influence of our chief executive and by his insistence the so-called Philippine Tariff Bill, admitting free of duty 150,000,000 cigars, 9,500,000 pounds of filler tobacco, and 300,000 pounds of wrapper tobacco, has been passed and is today the law of the land. Therefore, be it

Resolved, that we in convention assembled reiterate our former position, that such an act is directly detrimental to the tobacco interests of this country, and even unnecessary and inexpedient from a Philippine viewpoint, and further be it

Resolved, that we consider such action contrary to the specific pledges of the Republican platform.

ACCUMULATION OF TREASURY SURPLUS.

Recognizing the necessity for the accumulation of a treasury surplus to provide for extraordinary expenses, we recommend that each Local Board be requested to invite subscriptions from members and non-members, which, when received, shall be transmitted to the treasurer to be used as the executive officers may direct.

NOTICE OF MOTION TO AMEND POWERS AND DUTIES OF OFFICERS.

Part I. The Board of Directors shall consist of twelve members to be appointed by the president; six for a term of one year and six for a term of two years.

Part II. No director shall be eligible to serve more than two successive years.

Part III. Directors shall be appointed from the different cities proportionate to the representation in the National Association at the ratio of not more than one director to every fifteen members of the local board.

W. L. Crounse, the Washington representative of the association, was retained and a special donation of $500 was granted him in appreciation of his services.

Resolutions thanking the officers of the association and the Board of Directors for their fidelity were also passed and by a rising vote, thanks were extended to the Hartford Association for their hospitality during the convention.

At this juncture the president declared that the nomination and election of officers was in order and called for nominations for president.

In the following highly eulogistic speech Mr. Benjamin L. Haas, of Hartford, nominated Joseph F. Cullman, Jr., of New York, to succeed himself:

"There have been many times in my life when I have felt and wished that I was in a position to express my thoughts clearly, and this is one of them. I have had a great deal of honor thrust upon me within the last year, but I deem this one of the greatest honors to be able to offer you in nominating a man to act as president for the ensuing year.

"He is a man that we all know; he has been tried and not found wanting; a man who commands the respect of everybody in the tobacco business throughout the world a man who has shown himself to be impartial and capable; and whilst it seems almost a folly for me to stand here before you and sing the praises of a man whom we all hold in such high esteem, yet I can't help but do a certain amount of it on account of the great personal regard which I hold for Joseph F. Cullman, Jr., of New York City (applause) and I offer you his name as a candidate for the presidency of the National Cigar Leaf Tobacco Association." (Prolonged applause and calls for speech.)

Mr. Cullman was visibly filled with emotion, but in an instant regained his composure, and in accepting the nomination said:

"As president of this association I appreciate this honor a great deal more than you appreciate giving it to me. It means an awful lot to a young man like me, but it is with the deepest regret that I accept it, for I feel that it is for the best interests that men should develop and rise up to love the association, and we can only get universal interest in the association by a change of administration. It is not the time that I begrudge, nor doing the work that I begrudge, but it seems to be your wish that I should be president. I have never shysted a job yet and I hope I never do. Gentleman, I thank you."

W. J. Lucaswitz, of Dayton, O., in presenting the name of A. B. Hess, of Lancaster, Pa., in nomination for vice-president, said:

"I take great pleasure in presenting to you for the office of vice-president a gentleman who certainly has the ability to take care of the office; a man who comes from a large growing section—Mr. A. B. Hess, of Lancaster, Pa."

In accepting the election to the vice-presidency Mr. Hess said:

"It has been my privilege to be identified with the membership of the organization for the past three years, and during that time I have had the pleasure of attending three sessions of the association. I assure you it has been my pleasure to form numerous acquaintances which I highly appreciate, and who will not be readily forgotten. I thank you for the confidence you have evidenced in me, and I trust I will be of assistance in furthering the interests of the organization, so as to accomplish the greatest good for the greatest number."

Joseph Mendelsohn, of New York, placed in nomination and for re-election as treasurer of the association the name of Felix Eckerson, of Philadelphia.

Mr. Eckerson upon his election gracefully accepted the honors, and thanked the association for the confidence reimposed by their manifestations.

President Cullman requested the privilege of naming his own secretary, which was cheerfully assented to, and he named Charles Fox, of New York, to succeed himself.

President Cullman announced that by reason of the change in the constitution, he would make the appointment of directors at a later time.

CONVENTION IN LANCASTER NEXT YEAR.

Although urgent invitation was received from St. Louis to hold the next annual convention there, the invitation from Captain Joseph Goldberg, on behalf of the Lancaster Leaf Tobacco Board of Trade, was so attractive that it could not be refused and it was decided that the next annual meeting should be held at Lancaster on May 8th and 9th of next year.

The meeting was then adjourned.

Elaborate Entertainment at Hartford.

Automobile Trip, Dinner at Golf Club, and Brilliant Banquet.

IT seems that each year the entertainment of delegates and visitors by the local boards of the various places where the conventions have been held, becomes more elaborate. This year the arrangements were made by the Executive Committee appointed by the Connecticut Leaf Tobacco Association, Benjamin L. Haas, president, consisting of:

Entertainment.—Fred B. Griffin, chairman; G. H. Gabb, M. L. Floyd, E. M. Hartman, William S. Huntting, W. R. Israel and W. P. Haas.

Banquet.—S. Hartman, chairman; Alfred A. Olds, Colonel A. N. Shepard, Charles Soby and W. R. Israel.

Printing and Press.—Joseph C. Mitchelson, chairman; L. P. Bissell, E. A. Hathaway, G. Hartman and M. C. Miller.

Music, Decorations and Souvenirs.—Maurice Hartman, chairman; C. C. Griswold, Harry J. Huntting, M. Steane, Jr., and William Westphal, Jr.

Reception.—E. A. Fuller, chairman; George Mitchelson, William Westphal, W. J. Gabb, A. Hartman, C. S. Griswold, M. Steane and F. H. Whipple.

Finance.—Fred B. Griffin, chairman; S. Hartman, George Mitchelson, W. R. Israel and W. P. Haas.

The spirit of hospitality and good-fellowship began to flow early on Sunday afternoon, upon the arrival of the advance guards of delegates, and its constant rippling didn't cease a minute.

Monday's Entertainment.

A most enjoyable outing was given the delegates in an automobile trip which formed a veritable parade of a half a hundred luxurious cars. The procession left the Putnam Phalanx Hall at 3 P. M. The itinerary included the Capitol grounds, Goodwin Park, West Hartford, West Hartford Centre to Farmington, and returning from there a stop was made at Elm Tree Inn. Resuming their journey the party was driven through beautiful Elizabeth Park and on to the Hartford Golf Club, where a dinner was served. The party was returned to Hartford at 9 P. M. During the evening scores of delegates visited THE TOBACCO WORLD headquarters in suite, 92-93 Allyn House, where more than an hour was pleasantly spent.

Brilliant Banquet.

Delegates and visiting members were invited to the banquet hall on the second floor of the Allyn House, Tuesday evening. The hall had been decorated with tiny colored incandescent lights, suspended from strings of smilax, and a profusion of palms, potted plants and flowers. As the guests took their seats they were greeted by the following:

"WELCOME."

"Come, mirth and revelry!
Attend the feast to-night;
Nor let dull care get wind of sport,
He'd all the guests affright.

Bid cheer and laughter stay,
And in our glad, sweet song,
Waft sorrow far in wreaths of smoke,
Let joy the night prolong."

The dinner was served at 7.30 and covers had been laid for 170 guests. The menu included a long list of delicacies. A flashlight picture while the diners were seated at their tables was taken, the result and effect of which is shown on another page.

Emmon's Orchestra enlivened the occasion with delightful music.

The banquet was truly a revelation to a number of the guests, some of whom had probably never before heard of "High-balls Rolling on the Ground" nor "Has Anyone Here Seen Kelly."

Numerous favors were passed around, a highly prized souvenir, a fine pocketknife, being presented to each guest, upon which was printed "Compliments of THE CONNECTICUT LEAF TOBACCO ASSOCIATION, Hartford, Conn., May 10th, 1910."

"Reyes de Hoyo" Habana cigars from the José Gener factory, Havana, were used in three different sizes

Another feature was an Egyptian in costume, who distributed cigarettes of "La Marquise" brand of Butler-Butler.

The menu cards were novel, representing a cigar box artistically executed to represent both the color and fine grain of cedar wood.

Benjamin L. Haas, president of the Connecticut Leaf Tobacco Association, opened the after-dinner exercises by greeting the delegates on their first visit to Hartford, and introduced Honorable Edward L. Smith, Mayor of Hartford, who made a felicitous speech of welcome.

Ferdinand Cranz, of New York, on behalf of the New York delegation, then presented to Joseph F. Cullman, Jr., president of the association, a handsome silver loving cup, which bore the following inscription:

RESOLVED:
That we express and hereon record our appreciation of the faithful service rendered by
JOSEPH F. CULLMAN, JR.,
President of the
NATIONAL CIGAR LEAF TOBACCO ASSOCIATION.
New York Delegation to Hartford, Conn.,
May 9th and 10th, 1910.

Mr. Cullman responded, telling what it means to him and to the "Little Kid" that is growing up. He expressed thanks for the handsome gift.

During the remainder of the evening a vaudeville entertainment was in progress which fully held the interest of the entire gathering, and was closed by the singing in chorus to the tune of "I Have Got Rings on My Fingers", a new song, which had been specially written for the occasion by Miss Lillian C. Price, of New York, and entitled "Wrappers, Light Wrappers."

"Welcome, stranger, to our city,
On New England soil,
The land where Broad Leaf flourishes.
And all the farmers toil.
To grow Light Wrappers only.
Light Wrappers by the ton—
The Mediums and the Darks
Play unimportant parts.
When this burning heart to heart
Story causes the remark:

CHORUS.

Oh! We want Wrappers, Light Wrappers.
This is the cry,
'n old New England,
From every passerby.
Oh! Wrappers, Light Wrappers,
Our pride and delight,
They can't be beat in any State,
These fine Wrappers Light."

Side Lights and Lime Lights

I. M. Strasser, of Albany, N. Y., claims the distinction of being the baby member of the National Cigar Leaf Tobacco Association. Judging from his appearance we would regard him as a pretty vigorous youngster. It was, however, the first visit he has made to the association meetings and was well pleased that he had done so.

L. Schmid, the well-known New York Sumatra importer, brought several heavyweights to Hartford with him from New York in his automobile, which is a new Packard machine. His guests were Cullman, Cohen and Cranz.

Bert Wolf, of Dayton, Ohio, is the only man we have ever hear of who has really seen "Kelly". But he declared he found him the other night, comfortably tucked away in his bed. Ask Bert.

When upon arriving in Hartford last Sunday one of the newspaper men found the town closed up tight he was compelled to appeal to the local druggist for a "high ball".

I. H. Weaver, of Lancaster, made more than the old-fashioned "century runs" on Sunday last in his new touring car, and although it was a little late he reached Hartford in good shape. He was accompanied on his trip from Lancaster by L. A. Wheeler, of Troy, O.; A. W. Gieske, of Baltimore; W. J. Lucaswitz and Bert Wolf, of Dayton, O.

It is much regretted by all that Messrs. John H. Duys, John W. Merriam and others were unable to attend the convention this year.

Press Eldridge, the black-face comedian, sprung a new joke on the boys the other night when he related his experience with a new brand of cigars called "Adam and Eve". Soon after smoking one he began to 'eave, he said.

These conventions would be dry affairs without Colonal Taussig, of Chicago, and Maaklaar Cranz, of New York.

Benjamin L. Haas, of Hartford, deserves credit for having the courage of his own convictions, for he declared if an attempt was made to effect a reduction of tariff on Sumatra tobacco to a dollar a pound he could be dependend upon to fight against it with all the vigor he possessed, and that is more than a little, too.

Moritz Neuberger, of New York, fully established the fact that he is not alone a good tobacco man, but also a thoroughly good musician as well. His rendition of a violin solo during the banquet at Hartford was highly appreciated.

Bert Newfield, of Hartford, is richly deserving of a prize for his delightful entertainments as a vocalist. And we don't want to overlook Jerome Waller, either.

All kinds of "hands" were drawn at Hartford, of which some were accepted, some rejected, as good, bad or indifferent, but none burned badly.

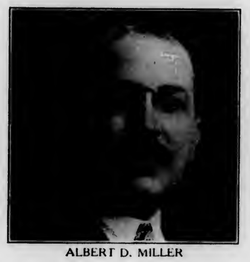
It is all over now until next year at Lancaster, and then—well, we'll be there.

BANQUET AT HARTFORD, CONN., MAY 10, 1910

THE CIGAR MERCHANT'S STANDING

Should be on an Equal with Merchants of Other Commercial Branches, Despite Public Opinion to Contrary.

BY ALBERT D. MILLER, Philadelphia.



ALBERT D. MILLER

HERE is a question we have often been inclined to discuss: The popular impression as to the standing of the cigar dealer or tobacconist compared to merchants in other branches of the commercial field.

It is an undeniable fact, although exceedingly regretful, that in the majority of cases, regardless of the size of the investment, the character of the shop, or the ability of the man, whenever a cigar dealer is mentioned there is an almost invariable disposition on the part of most minds to class him beneath the average merchant in other lines of business. And some good people, women especially, seem to have the opinion that the atmosphere surrounding most cigar shops is not only tainted with smoke from cheap cigars, but also with an influence absolutely immoral. Why is this true? One might dismiss it with the answer, "downright ignorance," but we have always recognized it as a too-good subject to treat so lightly, and by word of mouth and by pen regard a purpose towards assisting to dispel such an erroneous and undeserving impression as worthy of one's most enthusiastic efforts.

Perhaps forty or fifty years ago, due to the undeveloped state of the tobacco world and the extreme disfavor attached to it, there were few men of good moral character and strong business qualities attracted to it, but there were some such sufficiently foresighted to recognize its possibilities and worth. Since then we have seen it develop into gigantic proportions, involving millions upon millions of dollars in investments, employing hundreds of thousands of men and women in the cultivation, manufacture and disposition of the products, and commanding a force of brain power and character second to none. And with all this has come a gradual and substantial uplift in the moral standard of the business in all branches. The keenly observant public has noticed this, and it is only a matter of time when the people generally will come to accord the business the high position it demands and is entitled to.

Unscrupulous persons creep into and are to be found in all the various commercial and professional fields, and while the percentage of such in the tobacco business may have exceeded the average some years back, we doubt if a greater progress of a thoroughly substantial and commendatory character during the past twenty years can be cited than that with which this article deals. This is due: First, because the keen competition, coupled with the vast investments, has made possible a wonderful advance in the cultivation of the tobacco leaf and the proper marketing of same; second, the widespread use of tobacco, combined with the first reason, has brought about a most discriminating and exacting trade. The average smoker of to-day is as particular in the choice of his cigar as he is in the cut of his clothes. Further, a cigar may contain in tobacco and workmanship the highest elements of merit, yet so varied are the combinations and shapes, and the tastes of the smokers, that in the selection and arrangement of stock and the selling of the goods, intelligence, personality, tact, judgment and other essential qualifications are as absolutely necessary to insure success as in the handling of any other high-grade commodity, and in just as great degree. Years ago a salesman behind the cigar counter earning ten or twelve dollars a week was an exception and his reputation as a salesman was about on a par with his salary, but to-day the weekly wage of a salesman in a first-class cigar shop runs from fifteen dollars to twenty-five dollars and even higher, and correspondingly he must sustain a first-class reputation.

We will take it for granted that the editor of THE TOBACCO WORLD and its large number of intelligent readers will here pardon a personal incident to demonstrate the unfavorable opinion regarding this business which still prevails among a large number of our good people. About a year ago a refined and cultured lady, who resided in the neighborhood and who, we subsequently learned, was the daughter of a well-known doctor of divinity (now deceased), began to call at our shop to make purchases of cigars as gifts for persons who had been extending courtesies to her. After a few visits she paid us many compliments on the general conduct of and taste displayed in the shop and the courteous and respectful treatment accorded the customers; also stated that she had not detected any disagreeable atmosphere, either in the odor or morals, and that previous to her calling on us she had never been in a cigar shop. She further explained that she had been accustomed to think of a tobacco shop as a rendezvous for gossip, improper talk, more or less gambling, profanity, foul odors, etc., etc., and laughingly concluded by informing us that it was some little time before she had had the courage to tell her mother of her new and pleasant experience, and that the elderly lady had been quite shocked and mortified over the daughter's conduct. All this, of course, was accompanied by apologies. We took no offense, and expressed our pleasure over the satisfaction of another convert. Some time later, this same lady, evidently still somewhat doubtful of her conversion, rather confidentially asked us whether our shop was not an exception, as she had not yet found sufficient courage to feel safe in entering another cigar shop. We replied: "No; you will find all first-class shops conducted along similar lines and behind the counters of such an accommodating and gentlemanly class of salesmen." Probably some of the readers of this communication may be as shocked over the recital of these incidents as the daughter and her aged mother were over the sudden and late realization of mistaken impression, yet the case is not extraordinary, as can be readily ascertained by a little observation. However, education is working wonders, and the prediction is made that it will not be many years more before the general and intelligent public will accord to the business that respect its most exacting requirements justify.

While this article relates chiefly to the conduct of the exclusive tobacco business, there is also a noticeable reform, so far as advancing the moral standard is concerned, among the smaller dealers, who generally combine the business with stationery, periodicals, groceries, or other goods. But to the exclusive shops alone must be given the greatest credit of advanced examples, not only in regard to morals, but also in ability, goods and taste displayed, as well as in the improved science exercised in keeping the goods in a clean and proper condition. The up-to-date cigar shop is a wholesome, artistic, painstaking, reliable and thoroughly respectful place to enter, and no man, woman or child need have any fear of having their morals shocked should they have occasion to visit such.

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EDITORIAL.

Fraught with tremendous possibilities for the improvement of the tobacco industry is the action taken by the Hartford Convention of the National Cigar Leaf Association. Full details of the proceedings at this meeting will be found in other columns of this issue, and it is the province of this department merely to discuss certain features of the proceedings.

Now for the Campaign of Education.

The determination of the convention to conduct a campaign of publicity and education is a step in the right direction. How far this campaign will reach it is impossible to predict, but certain it is that it should extend into every phase of the industry, from the planter to the consumer.

First among the duties of the Publicity Committee should be the enlistment of every cigar leaf man in this country under the standard of the National Association. With the united industry behind them, this committee can then set out to do its work. Not only will it be necessary for this committee to keep a wachful eye on Washington and other centres of legislation to prevent encroachments on the rights of its members, but it should extend its scope by calling into play every possible weapon of publicity.

THE TOBACCO WORLD hereby extends the reasonable use of its columns for a camapign of education, whether it embrace the cigar leaf man, the tobacco manufacturer, or the jobber and retailer of cigars.

Lancaster Opens Her Arms to Next Meeting.

The selection of Lancaster as the place for holding the next annual convention of the National Cigar Leaf Association will be hailed with delight not only by the members from that city, but throughout every city in the East. The importance of Lancaster as a centre of Pennsylvania's cigar leaf interests is recognized wherever cigars are made. Besides, Lancaster hospitality is of the warm heart-to-heart kind that assures all delegates and visitors, who will be fortunate enough to attend the next session, a reception and entertainment that will long be remembered.

We congraulate the Lancaster delegation upon their enterprise.

Governor Hughes' Appointment.

In view of the momentous decisions which devolve upon the Supreme Court bench of the United States, the ages of the present Justices are worth taking note of. At present Massachusets has two members, Illinois, Kentucky, Louisiana, California, Ohio and Tennessee, one each. The ages of the present members are: Chief Justice Fuller and Justice Harlan, 77; Justice Holmes, 69; Justice McKenna, 67; Justice White, 65; Justice Lurton, 66; Justice Day, 61; Justice Moody, 57.

Justice Moody, though only fifty-seven years of age, is unable to do judiciary work because of chronic rheumatism or similar trouble. He has heard none of the big arguments affecting the Trusts, and Justice Holmes, of Massachusetts, is considered probably the most alert member of the Bench. The appointment of Judge Lurton, of Tennessee, has given great satisfacton, and the one just announced of Governor Hughes, of New York, is esteemed one of the best that has ever been made. In fact, Governor Hughes will bring to the Supreme Bench a degree of legal learning and devotion to high ideals which have never been excelled among the United States Judiciary.

Attorney-General Wickersham moves on the 16th for a date for a rehearing of the American Tobacco Company case, and Justice Hughes will doubtless prove a pivotal figure in the matter.

Business Health On the Mend.

After a long period of reports which were calculated to try men's souls, there are glimmerings to-day of better signs all around for the manufacturers of cigars and tobacco throughout the country, and several straws have been cast out to the winds, which would show that at least a portion of the prosperity about which our leading statesmen are so busy discussing, is drifting toward our industry.

A report a few days since from Houghton, Mich., detailed the placing of an order in that little town for 750,000 cigars of one leading brand to be delivered within the next twelve months, and this would indicate that in that particular section of the copper country the dealers are not a bit fearful about placing orders, and for large amounts.

The official revenue statistics from the First Ohio District also disclose that the manufacturers out there are making more goods to-day, by a slight margin, than they were twelve months ago. When it is considered that cigar manufacturers have been very wary about making up goods for stock, it can be judged that their business is at least improving to a degree.

The reports from Cuba are also of an encouraging nature, and while the fine little island is not yet getting all the business she wants, still the makers of clear Havana cigars feel that the tide has turned and the dawn of a more prosperous day is beginning to break.

PROBLEMS of the RETAILER

A Salesman's Cleverness.

A STORY has been going the rounds among newspapers and other channels of gossip of a salesman who had received a handsome cash bonus from his employer because of the big increase in his sales during the preceding year, and when asked to what he attributed his success, he replied:

"I defy anyone to ask me a question about my business that I cannot answer."

There are probably few men behind retail counters who could answer intelligently and satisfactorily the multitude of questions which are likely to be asked him during any business day of the week and in regard to the cigar and tobacco trade. For instance, how many cigar store clerks could tell why a cigar with a dark wrapper is really more wholesome for the smoker than a cigar with a pale light wrapper? How many could intelligently point out the common mistake of most laymen as to the dark substance which collects in the ends of cigars and cigarettes as well as in the stems of pipes, and which is commonly, although erroneously, designated as nicotine? And yet these are only a few of a tremendous number of matters which are intimately connected with cigars and tobacco and concerning which large numbers of salesmen are not as well posted as they might and should be.

Heart to Heart Talk With Clerks.

ONE of the chief objects of the successful salesmen in the handling of customers is the making of the right impression. If he fails in this he is not a success as a salesman. His real success depends upon his ability to sell goods upon one day that will bring more sales upon the morrow, and this is certainly the modern idea of salesmanship. He must know the goods thoroughly and represent them strictly as they are, or rather as he knows them to be, and then if he is able to say that with assurance and can look his customer straight in the face his chances of effecting a sale have been more than won. He will never misuse his talking ability, for it would not do for a customer to get anything back on him, even though morally he may be the sufferer. Financially the boss may be. If the salesman in eagerness to effect sales has overstepped himself, he may have cut out a business of a great many dollars a year because that is just how touchy some customers are. He can't be too careful, therefore, in his general demeanor as a salesman.

Psychological Salesmanship.

THAT certain goods must be displayed in a window to produce the best effect and attract the most attention, is not a vague and mysterious problem of taste and opinion, but a fact ascertainable through experience. The reason why one advertisement catches the eye and another does not and why one kind of a wrapped cigar sells good while another cigar with a different wrapper is apparently neglected on the shelves, can better be determined before than after large expenditures. Newsboys on the streets can make use of a new psychology, for it will tell him to approach a possible customer not with "Paper sir?", but with "What paper?"

And so it is in the cigar trade. The assumption of one's intention to purchase acts as a strong suggestion by ignoring the possibility that no cigar at all is wanted. This particular example is not as significant as it seems and the more one thinks about it and about the variations and extensions of which it is capable, the more possible and the importance of it seems.

Get the Booster Spirit.

PROBABLY the best man in the store is the man who displays the right spirit. We mean by that that he should have a spirit for boosting. For boosting, if discreetly done, is a very valuable thing, and the man who has the right kind of booster spirit is pretty nearly the right thing. A man who can build and work and enthuse is undoubtedly a man who believes in himself and in his store. Can we all do that, even if some of us be only just plain clerks? It is largely a matter of getting into the right spirit. And the booster always sees the best right around him. He can see no better goods anywhere, no boss is more on the level than his boss. Everything around the establishment seems to him to be just the best that can be, and so on.

It isn't so much the good that he does to the store as the down-right good that he does to himself in actually doing something, doing something for himself and for his store and not to merely follow the other fellow, for in that he would merely have done what ten thousands of others did. Doesn't it seem that it is up to us all to make one grand break and be boosters?

The Salesman's Talents.

A NEW YORK magazine recently published the following dissertation in one of its house organs called *The Bulletin*, which is issued in the interest of the Butterick Publishing Company, which for the benefit of our readers among the salesmen we clip the following extracts from.

Indeed this little dissertation could be read with equal profit by every member of the trade, and it is, in part, as follows:

You must, of course, know your stock of goods—but yourself—how about that factor in the problem?

You will never do yourself justice as a salesman until in cold blood you have taken stock of yourself. Take pencil and paper to-day and write down in the — and + columns your good and bad points as a salesman.

Why? Because you ought to use your good points to the limit, and begin a systematic campaign on overcoming your faults.

Let's get down to cases. Are you industrious, optimistic, thorough, quick, observant, patient, always courteous, tactful, clear in expressing your thoughts, able to concentrate?

Do you always keep your temper, talk too much or too little?

Do you gossip, exaggerate, or bluff?

Are you loyal to the house?

Now about your health. Can you improve it? Are you sleeping enough? Do you eat sensibly? Do you exercise regularly?

Now, let's be brutally frank and talk about personal appearance. Are you as immaculately clean as your job will allow your hands and nails, clothes and shoes to be?

I'm not preaching. This is a chat about an inventory which I take myself periodically, and I never do it without finding that I must keep building up where my defenses have fallen away.

P. H. Rozelle has open a new cigar store in the Family Theatre Block at Pittston, Pa. The premises have been thoroughly renovated and handsomely furnished with mahogany show cases, making a very attractive appearance.

Late Retail Bulletins

A new cigar store has been opened at 34 Center street, Mahanoy City, Pa., by Joseph Whitaker.

A new cigar emporium has been opened at No. 6 Loder street, Cornell, N. Y., by George H. Howard.

C. O. Hudson and J. E. Russell are locating a new cigar store in the Coleman Building at Eugene, Oregon.

J. W. Eckman, formerly engaged in the cigar business at El Paso, Texas, has purchased a cigar store in the Merchants' Trust Building at Los Angeles, Cal.

W. D. Carpenter, proprietor of the American House Cigar Stand at Pittsfield, Mass., recently spent a few days at Atlantic City, stopping at the Fredonia Hotel.

The United Cigar Stores Company are now prospecting to open a new cigar store at Lewiston, Me. Representatives of the company recently visited that town with that end in view.

The cigar store of Mrs. F. E. Stafford at 1205 Brooklyn avenue, Kansas City, Mo., was robbed of $50 worth of cigars and tobacco, but $7 in the cash register were overlooked.

W. B. Wheeler, a cigar dealer at 739 Seventh street, Washington, has filed a voluntary petition in bankruptcy, giving his liabilities at $3,165.80, and assets at $2,034.89.

A new cigar factory was recently located at Houston, Texas, in the Oak Lawn addition, and is operated by Frazer Brothers, who are meeting with very fair success.

The cigar store formerly operated by W. D. Hanson at 224 Broadway, Council Bluffs, Ia., was sold and possession given on May 1st to C. O. Frazer and R. A. Rupp.

It is announced that the United Cigar Stores Company are prospecting for a suitable location at Johnstown, Pa., for the opening of a retail establishment.

The cigar store of James Williams, opposite the Reading R. R. station at Tamaqua, Pa., was recently sold to Edward Eisley.

The tobacco establishment of Julius Goldsmith at Eugene, Oregon, was removed from the Bangs' Building to the Goldsmith-Watson Building on May 1st.

Joseph H. Strough has sold his cigar store at Mount Holly, N. J., to Joseph R. Sisom, the latter having already taken possession. Mr. Sisom has formerly been employed in Camden, N. J.

A new cigar store is being equipped at Fourth and Market streets, Wilmington, Del., which upon completion will be occupied by the Wilmington Cigar Company, and promises to be one of the finest stores in that city.

The cigar store of George Cadwell, at 309 Washington street, Portland, Oregon, was recently purchased by Charles McDowell, who until recently was identified with the wholesale cigar trade of the city.

A. & B. Erdman is the name of a new firm of young cigarists, who recently began business at 20 N. Seventh street, Allentown, Pa., where they have equipped a very attractive cigar store.

At Elmira, N. Y., James W. Sheirer, a cigar dealer, will on June 1st take possession of a new retail store at Railroad avenue and West Market street, and will also relinquish the premises at present occupied by him at 118 W. Water street.

The new factory recently started by the Forester Cigar Company at Richwood, Ohio, to manufacture stogies is progressing quite nicely and a fairly good force of rollers are now finding employment there.

As a sequel to the robbery of the cigar and tobacco store of Jahnke & Patterson, at 8 Lincoln street, Spokane, Wash., recently, J. King has been taken into custody on suspicion of having participated in the robbery. There are now four men held on the same charge, but King says he can prove an alibi.

W. W. Wallis, of the cigar manufacturing firm of Wallis & Co., New Orleans, was recently visiting Tampa, looking for a suitable location for a cigar store. Mr. Wallis has a number of acquaintances in Tampa, among them being Colonel Thomas M. Wier.

James B. Kennedy, a former tobacco dealer and cigar manufacturer at Claremont, N. H., died recently at his home in that town at the age of 52 years. He was for a number of years engaged in the business and had a large circle of friends and acquaintances.

The Man Who Can Talk Well.

THERE is no other one thing, says Mr. Marden, a New York magazine editor, which enables us to make so good an impression, especially upon those who do not know us thoroughly, as the ability to converse well. A man who can talk well, who has the art of putting things in an attractive way, who can interest others immediately by his power of speech, has a very great advantage over one who may know more than he, but who cannot express himself with ease or eloquence.

You may be a good singer, a fine artist, you may have a great many accomplishments which people occasionally see or enjoy; you may have a very beautiful home and a lot of property which comparatively few people ever know about; but if you are a good converser, every one you meet recognizes and appreciates your art. Everybody you converse with feels the influence of your skill and charm.

In other words, there is no accomplishment, no attainment which you can use so constantly and effectively, which will give so much pleasure to your friends, as fine conversation. There is no doubt that the gift of language was intended to be a much greater accomplishment than the majority of us have ever made of it.

The quality of the conversation is everything. We all know people who use the choicest language and express their thoughts in fluent, liquid diction, who impress us by the wonderful flow of their conversation; but that is all there is to it. They do not impress us with their thoughts; they do not stimulate us to action. We do not feel any more determined to do something in the world, to be somebody after we have heard them talk than we felt before.

We know other people who talk very little, but whose words are so full of meat and stimulating brain force that we feel ourselves multiplied many times by the power they have injected into us."

H. W. Olson, C. M. Clark and G. B. Boswell, of Monmouth, have opened up a cigar factory in the Whiting Building, Main street, Keithsburg, Ill.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Lafayette—A New Regensburg Size.

SOME few weeks ago E. Regensburg & Sons placed on the market a new size of their Havana cigars, which they aptly named the "Lafayette". These goods are a splendid 25 cent shape cigar, which sell for two for a quarter, and that they have made good is best evidenced by the fact that the firm tell us that to-day they are sold up five times their present capacity on this size "Lafayettes", by the way, were the exclusive smokes at the great five million dollar wholesale auction, held in New York during the first week in May, and several thousand were consumed by the smoking carpet merchants from all sections of the United States.

Mortimer Regensburg, of the firm, is at present en route to the Pacific Coast, making his initial trip to the western slope. Mr. Regensburg is accompanied by Marc A. Brummer, the veteran western representative of the house, and they will be gone about six weeks covering all the principal centres.

Pavon Alvarez & Co. Move.

PAVON ALVAREZ & CO., who up to May 1st were located at 78 Pine street, have moved to 294 Pearl street, where they occupy the entire first floor and basement. In the new building they enjoy excellent light and larger space for offices, sample and shipping room, as well as ample quarters for storage purposes. This move became imperative on account of the steady increase of the business which finally outgrew their former facilities. Pavon Alvarez, who is now in Porto Rico, reports their crop of tobacco to be of very good quality, but not a large one. He is also inspecting their factory which is located in Ciales and which is running to its full capacity.

Symonds Returns West Pleased.

George L. Symonds, of Symonds, Kraussman Company, has returned to New York from his ten weeks' trip, having covered all the prinicpal cities of the West and the Pacific Coast. At Chicago he met his Western salesman, H. O. Wilson, with whom he visited the trade through the Western States as far as Utah.

Mr. Symonds was particularly fortunate during the further progress of his journey in not being delayed on account of the unusual weather conditions which occurred about that time, reaching the coast on schedule. Several new accounts on the "Flor de Baltimore" and their other brands were developed, and on the whole he reports a very satisfactory trip.

The Aubel Cigar Company has been incorporated in New York with a capital of $1,000 to deal in cigars, cigarettes, etc. The incorporators are George A. Aubel, Josephine B. Aubel and Edith M. MacMillan.

Mr. Winter Talks of the West.

FRED W. WINTER, of the Winter Cigar Manufacturing Company, who left New York on February 26th for the West, returned to the city April 18th well pleased with his trip. Mr. Winter traveled as far West as Salt Lake City, but spent considerable time in Denver, where his company have their own distributing house and control five energetic retail stores, known as the Atkinson Cigar Company. In these stores they run their special brands, in addition to the regular house leaders, "F. C. A." and "Sweet Nut."

This firm makes a specialty of Connecticut broad leaf for all their cigar wrappers, and are pioneers in their line, having started in manufacturing in Denver in 1894, remaining there until they removed to New York four years ago.

During his stay in Denver the all absorbing topic was the liquor license question, which is to be decided this month at the local election. As the women have a vote in Denver a lively time is expected.

North American Tobacco Co. Removes to New York

EMIL BERGER, president of the North American Tobacco Company, informs us that owing to the steady and continuous increase of their business, it has been found necessary to remove their factory from 236-48 Bank street, Newark, N. J., where they have been located for some months, back to the old factory formerly occupied by Mr. Berger, 6-10 Gouverneur Slip, New York.

The North American Tobacco Company have recently put on the market their "Lucky Cross" package goods, which have met with instant favor at the hands of both the trade and consumers. These goods are as neatly packed as any similar cigars on the market and have one or two exclusive features which have helped much towards their sale.

The North American Tobacco Company are always in the market for the purchase of scraps and invite correspondence along this line.

Lotus Cigarettes at Hartford.

I. B. Krinsky reports an excellent reception for his recently introduced 15-cent brand of "Lotus Egyptian" cigarettes. The Krinsky factory at 227 Bowery, New York, enjoys the distinction of being one of the oldest in the United States and they have recently started an advertising campaign of their "Fifth Avenue" and "Lotus" brands, which has already made itself felt in the way of increased business.

Several hundred of the "Lotus" brand of cigarettes were sent up to the Hartford convention last week and a number of kind comments were passed on the goods by tobacco men who are cigarette users.

Ideal Cigar Lid Holder Co's New Quarters

THEY say that it is the little things that make for happiness or woe in business or social life, and certainly this is well exemplified in the clever little cigar lid holders which are handled by the Ideal Cigar Lid Holder Company, of New York.

During the past week the Ideal Company have moved from their old quarters, 1267 Broadway, New York, to 49 W. 27th street, just off Broadway, and here dealers in search of the little contrivance which has taken such a firm grip on the trade can readily find them.

By the use of the Ideal holder, the particular merchant and those who pride themselves on the appearance of their cigar boxes can adjust their box covers to any angle and ensure uniformity of all the open box lids in the display case.

An illustration of the Ideal Cigar Lid Holder will be found in the company's advertisement on the inside front cover page of this issue.

P. S. Hill in Europe

HERETER the passage by the directors of a quarterly dividend of 2½% and an extra dividend of 7½% on the common stock of the American Tobacco Company, payable June 1st. Percival S. Hill, vice-president of the company, boarded a steamer May 10th and sailed away for a vacation trip of two months. Mr. Hill has been a very busy man for some time past in connection with his duties as president of the American Cigar Company and his recently assumed office as president of the Havana-American Tobacco Company, having made three trips to Havana within a space of ninety days.

A Davis & Klein's branch of the United States Cigar Stores Company is now making alerations at the store at 109th street and Broadway, New York, and will open there in a few days.

Change in F. Rodriguez y Ca.

Felipe Rodriguez, senior member of the firm of F. Rodriguez y Ca., will sail for Havana on May 28th, after a six weeks' stay in New York City, during which time the offices of the firm were moved from their old location at 144 Water street to 69 Wall street. Mr. Rodriguez announces the entire withdrawal from their firm of Herman Ostertag, whose interest he has purchased individually. This change will not affect the firm title, however, and they will continue as heretofore the conduct of the Estanillo factory, turning out their "Flor de Estanillos", "Flor Del Fumar" and "Elite" brands of clear Havana goods. Mr. Rodriguez has been practically conducting the affairs of the business for the past four years.

Ability Company Receivership Vacated.

The friends of Albert Korn, president of the Ability Cigar Co., New York, are congratulating him on the fact that the receivership of this company has been vacated by order of Judge Hand. When receiver Archibald Douglas investigated the affairs of the company he found that they were not only solvent, but in excellent condition. He therefore, of his own accord, asked that the receivership be vacated. The company's assets are stated at $18,302; liabilities, $4,800.

Discontinue New York Offices.

The New York offices of the Graham-Ernst Company, of Quakertown, Pa., manufacturers of "Seminole" cigars, also those of the Fernandez & Ernst Co. and Old Mill Cigar Company, of South Norwalk, Conn., which were formally located at 12 West Broadway, were discontinued on May 1st.

C. C. Schwartz, who divided his time between the New York and the South Norwalk offices, will now be permanently located at the latter place.

C. A. Clark Sails for Europe.

C. A. Clark, general manager for the United States and Canada of Adolph Frankau & Co., Ltd., of London, England, manufacturers of "B. B. B." briar pipes, with offices at 119 W. Twenty-third street, and Montreal, Canada, sails for the home office on May 20th. He will remain abroad for about three months.

T. G. Lea, New York office manager, has been ill for some weeks, but is now convalescing and is expected to return to the office very shortly.

Governor Colton Favors New Stamp.

Governor Colton, of Porto Rico, who recently visited New York and Washington, returned to his home on May 7th. The Governor stated before leaving that he was in favor of the guarantee stamp for Porto Rico cigars and that a new bill would very shortly be passed which would be a real guarantee and satisfactory to all parties concerned.

Harrison Johnson, vice-president of the Cayey-Caguas Tobacco Co., was also a passenger on the same steamer.

New York Trade Notes

A new leaf tobacco company has been organized under the name of the United Leaf Tobacco Company of New York, to deal in leaf tobacco. The capital stock is placed at $30,000, and the incorporators are Frank Guco, 178 Mulberry street; Domenico Suraci, 360 Broome street, and Eduardo Lemms, 145 Elizabeth street.

E. J. Stachelberg, of M. Stachelberg & Co., arrived in New York on Wednesday, May 4th, and after spending four days left on Sunday, May 8th, for Tampa. While here Mr. Stachelberg visited for the first time the firm's new quarters in New York, which are now located at No. 1 West Forty-second street.

The Hillman Tobacco Company has been incorporated at Brooklyn, N. Y., with a capital of $10,000 to deal in cigars, cigarettes, tobaccos, etc. The incorporators are Albert H. and Frederick J. Hillman, of Brooklyn, and George Lambert, of New York.

Theo. Sterne & Co. closed a contract last week with A. Kyle, who has been for five years past looking after the metropolitan business for George L. Storm & Co., New York, and in the future Mr. Kyle will visit his old trade in the interests of the new firm.

A. Rodena & Co., makers of clear Havana cigars, recently acquired new premises at 83 Reade street, New York, which are well adapted to their needs and will afford the additional facilities which their growing business demands.

With the close of business on Saturday, April 30th, Schroeder & Arguimbau removed their offices from 178 Water street to new quarters at 27 Burling Slip, where they are now very comfortably housed.

The Dana-Cates-Simson Co., which has been located for some time past in Newark, O., have removed their offices from that point to Ironton, O., where they have much better facilities generally for the conduct of their business. D. J. Simson is vice-president and treasurer of the company.

Amsterdam Prices Still High.

AMSTERDAM, May 7th.—High prices prevailed at to-day's Sumatra inscription sale. American bidders were prominent, and in all about 1,850 bales were bought principally by United Cigar Mfrs. Co., who took 169; H. Duys & Co., 219; M. F. Schneider, 101; A. Cohn & Co., 346; S. Rossin & Sons, 354; Louis P. Suter & Bros., 220, and E. Spingarn & Co., 247.

KEY WEST, FLA., May 9th, 1910.

THIS time of the year, for many years past, has always been a dull season for the manufacturers in Key West. Many of the factories have been forced to close for several weeks, and some of them have been obliged to lay off their men for months. This year is an exception to the rule. While the orders have not been coming in with the great volume experienced for the past two or three months, the demand has been steady and the output is far in excess of 1909.

The long drought has caused some inconvenience in the smaller factories, as their cisterns ran dry and they were obliged to haul water, but a good rain, yesterday and to-day, has alleviated this trouble all over the city.

To-morrow will be election day and cigar people are generally interested in the results, as many of the candidates are cigar men.

Thos. H. Gato, of the Gato Cigar Co., has been quite "chesty" lately, but there's a reason—it is a beautiful twelve pound baby girl, and she has been named Mercedes Albertina Hidalgo Gato.

President E. H. Gato, of the E. H. Gato Cigar Co., will arrive in Key West about the middle of this month. Mr. Gato will look over his large interests here, after which he will go to New York. The Gato Company received a large shipment of tobacco from Havana last week. There were 231 bales in the lot.

R. Fernandez, of the R. Fernandez Havana Cigar Co., is expected to arrive in Key West this week from his trip through the Western States. Mr. Fernandez has been very successful on his trip.

President Luis Martinez, of the Martinez-Havana Company, who has been in New York for a week, will arrive here tomorrow. He wil be met here by Mrs. Martinez, and they will then return to Havana.

The work on the New Martinez-Havana factory is nearing completion and the building will probably be turned over to the company the latter part of this month. Cabinet workers are engaged in making the furniture, the lumber for which was shipped here from Cuba. The furniture will be entirely of cedar. Conditions are very satisfactory in this establishment.

The Cortez factory is enjoying its usual good business and they are working with a good force of cigarmakers.

President Wardlow, of the Ruy Lopez factory, has added another good catch to his already enviable record for fishing. Together with Captain Edmonds, of the revenue cutter "Forward", they landed a 373 pound jewfish last week. Mr. Wardlow has also some very fine tarpon to his credit.

The work on the new Ruy Lopez factory is progressing satisfactorily. The contractors made a record last week in laying the foundation; 688 lineal feet, ranging from one foot to four feet in depth, and from two to three feet in width, was laid in one day. This is the complete foundation, and it was made of concrete without a joint.

Business continues good at the Ferdinand Hirsch factory. Manager Arnold and President Batterton will leave for Cuba to buy tobacco as soon as it can be handled. At present the lack of rain in Cuba has caused the stock to become so dry that it cannot be taken from the poles.

S. Gans, of Max Gans & Son, leaf dealers of New York, was in Key West for a few days last week.

Percy Levy, of Elias Bach & Son, leaf dealers of New York, spent several days calling on the manufacturers this week.

President A. Amelio Torres is away on another business trip. Mr. Torres is sending in some good orders.

Imports.	Bales
Ferdinand Hirsch Co.	43
E. H. Gato Cigar Co.	231
Geo. W. Nichols	184
Martinez-Havana Co.	104
Cortez Cigar Co.	40
A. Cobo	15
R. Fernandez Havana Cigar Co.	5
Total	622
Withdrawals	713

N. B. RHOADS.

Detroit Items.

DETROIT, MICH., May 12th.—Detroit and Michigan tobacco manufacturers report a normal demand and factories in different parts of the State are running full. There is considerable complaint on the part of manufacturers because of an inability to get sufficient help. The Scotten-Dillon Co., and other large concerns are advertising extensively for female laborers, while cigar manufacturers are advertising for strippers, etc. The claim is set up by cigar manufacturers that the automobile industry is attracting the best mechanics in different lines in the city. Automobile manufacturers sent out attractively worded advertisments for labor, and because of the good wages offered they succeed in getting practically all the help they need. Not only the tobacco business, but all lines of business suffer.

Six thousand cigars were recently found near the Ann Arbor depot in Milan by officers. It is thought they were stolen from a freight car.

There have been complaints from different shippers that freight is congested at various distributing points in the State, because of a strike of freight handlers.

The American Cigar Co., now located in Brown Bros.' block at State and Cass streets, is soon to have one of the most modern cigar manufacturing plants in the city or State. Negotiations for the structure have been completed, while the plans are practically ready. The company will take the new structure under a long term lease, and it is their aim to have the new building ready when the present lease expires, which will be in about one year.

E. J. Stachelberg, of M. Stachelberg & Co., arrived in New York on Wednesday, May 4th, and after spending four days left on Sunday, May 8th, for Tampa. While here Mr. Stachelberg visited for the first time the firm's new quarters in New York, which are now located at No. 1 West Forty-second street.

St. Louis Cigar Men to Fight Prohibition.

ST. LOUIS, May 10th.—Reorganization of the St. Louis Cigar Manufacturers' Association has been perfected and plans are being made for an active campaign against the prohibition movement in this State. A committee composed of Alvin Spitzbarth, Philip Hofer and Charles Specht will confer with other organizations in the united action to prevent passage of prohibition laws. The St. Louis body has elected the following officers: President, Benjamin Philipson; first vice-president, Charles Klugas; corresponding secretary, C. H. Porter; financial secretary and treasurer, L. Mueller.

Baltimore Leaf Men Elect Officers.

BALTIMORE, MD., May 3rd.

At the annual meeting of the Leaf Tobacco Association of Baltimore, held in the new State Tobacco Warehouse, yesterday, the new directors elected were: Charles E. Moore, James L. Sunderland and G. L. Hester for a term of three years. The holdover directors are John Gourley, John Stokes and George Buchheister, for one year, and J. Hamilton Prout, J. S. Rawlings and William Meissel for two years. The directors elected the following officers: President, J. S. Rawlings; vice-president, William Meissel; secretary, G. Louis Fester; treasurer, John Stokes.

In its report the board says that last year the total receipts reached 27,072 hogsheads, against a total of 26,980 hogsheads in the preceding year. Prices which ranged from 4-15 cents, ruled strong for all light handling grades, and at the end of the season were 1 to 2 cents higher than at the beginning.

The State Tobacco Warehouse Commission, headed by Governor Crothers, took over the new State tobacco warehouse at Charles and Conway streets on April 21st. Informal exercises were held, followed by a short speech from the Governor, after which luncheon was served. The building is a model one for the handling and inspection of tobacco. It was built by Mr. John Walters and cost about $250,000.

A cigar store has been opened in the Kayser Building by E. T. Matthews, who for many years was connected with the Curtis chain of stores. Mr. Matthews was fortunate in obtaining such a good location, and he has stocked up with a high-grade line of imported and domestic goods.

O. R. Middlekauff, who conducted a tobacco store on South Jonathan street, Hagerstown, Md., for several years, has made an assignment for the benefit of his creditors. A. C. Strite has taken charge of the business.

Under the management of W. J. Knight the cigar stand in Bernheimer Brothers' department store is forging to the front. Among the leading brands handled are the Regensburgs.

The Manchester Cigar Mfg. Co. report a heavy demand for their Match-It cheroots, as well as other lines of stogies and small cigars.

King George V. as Cigar Label.

AN interesting feature in connection with the lamented death of King Edward last week was the immediate and insistent application of a number of cigar manufacturers and lithographers for the registration of the title King George V, as applied to cigars, cigarettes, smoking tobacco, etc.

Immediately upon the announcement of the death of the British King, the offices of THE TOBACCO WORLD REGISTRATION BUREAU received three telegrams, one telephone message—on the morning following the death—and one personal call at 8.30 A. M., all in reference to the registration of the title King George V. The energetic efforts, however, of the alert manufacturers proved futile, as the title had been registered ten years ago and is to-day the property of the Moehle Lithographic Co.,,of Brooklyn, N. Y.

At the present rate applications for "King George V" promise to exceed those for "Chantecleer", which are still coming in.

The Burley Tobacco Society on May 2nd closed a contract with a Frankfort firm to deliver 6,000 tobacco hogsheads at points along the Kentucky River in Owen, Henry and Carroll Counties, for the reception of tobacco from farmers there.

The Hudson-Russell cigar store will shortly occupy new quarters in the Dreamland Theatre, Eugene, Ore.

CASA BIANCA,
The New Florida Home of John C. W. Frishmuth.

We reproduce herewith the first picture ever published of the new home of John C. W. Frishmuth, head of Frishmuth Bros. & Co., Inc., the Philadelphia tobacco manufacturers. This home, which is located on the beautiful estate of 1500 acres at Monticello, Jefferson County, Fla., has just been finished. It takes the place of a home which was erected nearly one hundred years ago by Minister White, then United States representative at the Court of Spain, and which was destroyed by lightning last June. Nestled among beautiful shade trees in the centre of one of the garden spots of Florida, this winter home is ideal in every respect. On his estate Mr. Frishmuth keeps ten head of thoroughbred horses, a pack of hunting dogs and numerous cattle. Hunting is one of his chief delights, and he spends his winter months in company with his sons and friends hunting deer, quail and other game. Conveniently near his residence he has built a cement swimming pool in the open.

Home for Aged Cigarmakers.

To establish a home for invalid, aged and infirm members of the Cigarmakers' International Union of America, it is proposed to amend the constitution of that body, to levy an assessment of $3.00 on each member, payable in twelve monthly assessments, due on the first Saturday of each month commencing June, 1910. While plans are yet immature, it is proposed to build a home costing $100,000 either in Utah, Colorado, New Mexico or Arizona.

Trade Notes.

A new cigarette factory has been opened at Wilson, N. C., by the Erwin-Nadal Tobacco Co., who will manufacture the "Contentnea" brand of cigaretes. Travelling representatives are out placing the brand.

George W. Grasser has purchased the retail department of the Westheimer cigar store at Titusville, Pa. The wholesale business will be continued by Westheimer Bros.

The M. E. Shattuck Cigar Company has been incorporated at Worcester, Mass., with a capital of $15,000. The president and treasurer of the company is C. Henry Sherman.

The United Stores Cigar Company has leased the Elm Corner Market at Main and Water streets, Haverhill, Mass., and is opening up a store there.

Harry J. Reynolds, who traveled the Southern territory for the American Tobacco Company, died in Asheville, N. C., on April 27th after a long illness.

TAMPA TIPS

TAMPA, FLA., May 11th.

JUDGING from the shipments of cigars from this point the cigar trade is showing a good business for this season of the year, and the output is keeping close to the million a day mark, fully meeting the expectations of the manufacturers. The output of this year is so far considerably in excess of the corresponding period of last year and if the present ratio can be maintained it will be a record-breaking year. The steady withdrawals of leaf tobacco from the bonded warehouse is also an indication that manufacturers fully anticipate continued good trade.

The report of the Collector of Customs shows an increase in the importations of tobacco, and during the month of April the duties on tobacco amounted to $157,170.20, exceeding the month of April of 1909 by $8,440.50.

Berriman Bros. have sold their cigar factory here to the Morgan Cigar Co., and will give possession not later than Sept. 15th. In these premises the firm has had a capacity of about 60,000 cigars per day, but it was entirely inadequate for their needs and a new and much larger establishment is now contemplated. They may not be able to accomplish the building of such a factory as they will require in time to take possession in September, and temporary quarters may be taken elsewhere in the meantime.

M. W. Berriman, of this firm, recently came to Tampa from the Chicago office, and now has in consideration several sites for the erection of a new building. They also have several offers of temporary quarters while the new building will be in course of erection.

Garcia Bros. & Co. recently figured in an important real estate transaction here, having bought two lots immediately adjoining their present premises, and which it is stated, will be built upon to provide additional facilities to their business. The transactions involve about $17,000, and it makes this firm one of the largest holders of real estate of any of the cigar manufacturers.

Edgar J. Stachelberg, of M. Stachelberg & Co., has returned to office headquarters here, after a short visit in New York.

K.

Boston Briefs

BOSTON, May 10, 1910.

Although we have been having very changeable weather here for the past two weeks, retailers report business fairly good. The beach resorts are patiently awaiting the arrival of a spell of good weather. The popular brands of 10c. cigars are still being sold at 6c. each by the cut-price druggists, and it now looks as if this will remain the selling price for some time.

Jaynes-Riker Co. are opening their new branch drug store in Salem, Mass., on Wednesday. This concern has also purchased the business of Goldwaithe, the cut-price druggist of Brockton, Mass.

O. C. Phillips, representing H. Sommer Co., cigar manufacturers of Quakertown, Pa., was a recent caller on our jobbing trade.

Harry Lewis, of I. Lewis & Co., Newark, N. J., spent several days in town this week, going the rounds with R. D. Carnes, their local representative. Lewis & Co. are widely exploiting "Cobs," their 9 for 15c. package, in this market. The daily newspapers are being well patronized in advertising this brand and their John Ruskin 5c. Invincible cigar.

O. A. Berenson, the Fitchburg, Mass., tobacconist, and M. Obshatkin, a jobber of Taunton, Mass., were in town this week.

Phil. Barrant, manager of the Salem, Mass., branch of Bieringer Bros. Co., was in town to-day.

The engagement reception of Samuel Rosenthal and Miss G. I. Porter takes place in South Framingham, Mass., on Sunday, May 15th.

R. Naherzig has connected with S. Monday & Son, Brooklyn, N. Y., and is now representing them in this market. Mr. Naherzig is making a leader of "Imperialettes," a 10 for 15c. package of cigars, and has already placed same in most of our leading cigar establishments. Much advertising work will be done, and as the package is a neat affair and the quality of the cigars is excellent, it ought to prove a winner in the line of short smokes.

The Charlestown Cigar Co. are making a push on their new Dublin Havana Smokers and M. F. C., a ten-center of high quality.

OBITVARY

Henry Stephens, vice-president of the Scotten-Dillon Company, tobacco manufacturers of Detroit, Mich., died recently at his home in that city.

George Cornelius, known among the trade as the "Little Commodore" and engaged in cigar manufacture at Kane, Pa., died in that city April 16th.

George W. Zink, formerly a tobacconist of Buffalo, N. Y., died at his home in that city recently at the advanced age of 71 years. He was born in New York, but removed to Buffalo when a mere child, and gained considerable prominence there as a wholesale tobacco dealer.

The death of Albert M. Graves, a widely known tobacco man of Windsor Locks, Conn., was recently announced. Mr. Graves was one of the most public-spirited of men and had many friends in the leaf tobacco trade throughout the country, all of whom join in expressing deep regret at his demise.

Thomas Hartnett, 39 years old and prominent as a tobacco grower, died at his home in Plainville, Mass., April 15th. He leaves a widow and two daughters and a large family connection in that vicinity.

John Frederick Buschman, a wealthy tobacco dealer of Westfield, Mass., died at his home in that city May 9th, at the age of forty-eight.

Rippen Company Enlarging.

Negotiations were completed last week whereby the D. Rippen Tobacco Co., manufacturers of smoking and chewing tobacco at Perth Amboy, N. J., have acquired the factory building of the Antique Mosaic Glass Co., of Perth Amboy, and will immediately adapt the same for their tobacco manufacturing purposes. The Rippen Co. have been forging to the front rapidly during the past few years, and while they manufacture a medium grade of goods, their output is very extensive.

Dave Echemendia.

THE above is an excellent portrait of Dave Echemendia, who has the general representation in the United States for the Castaneda factories. Mr. Echemendia has an experience in the cigar business extending over a period of a quarter of a century, his first connection dating back to the El Modelo cigar factory over twenty-five years ago. For a number of years he was associated with the Plant system of steamships, and in 1898 he opened the famous United States Club in Havana, which became the headquarters for the Army and Navy officers and which club is now perpetuated as an American club.

Another valuable connection of Mr. Echemendia's was with the Henry Clay and Bock & Co. factory, and for a time he managed the splendid show rooms on the Prado which this company operated there. For a year past Mr. Echemendia has been doing valiant work for the Castaneda factories and, as stated in our last issue, he has just acquired beautiful offices at 3 Park Row, New York, where he will have the very best facilities possible to further the interests of his goods. Associated with him is E. P. Oakes, who is favorably known to the trade by his connection with Godfrey S. Mahn.

Mr. Echemendia refers to his Havana cigars as "Havana-Cuba", which designates that they are clear Havana cigars made in Cuba and not in Tampa, Key West or the States.

Cigars on Immigrant Seized.

"Uncle Sam" is getting busy about the number of cigars immigrants bring in with them from Italy, and as a result of the rigid enforcement of the tariff law, 1,500 cigars were seized on May 6th on the arrival of the Italian liner "Sannio." Michele Raffiirio was the victim. One big bag was filled with the smokes, and Customs Inspector Sleep discovered them. The alien could not understand why he was allowed only fifty cigars. He refused to pay any duty and the cigars were confiscated and will later be sold by the Government.

To Hold Convention Aboard Steamer.

RICHMOND, VA., May 11th.—An unusual convention hall—the main lobby in one of the old Dominion Steamship Company's liners—has been selected by the Tobacco Association of the United States as the place for holding their annual convention, starting July 1st. Delegates to the convention will assemble here, board the steamer and the business sessions will be held as the ship sails for New York. Subsequent meetings will be held in the metropolis when the delegates arrive there and all delegates, who choose, can return to Richmond on the same steamer. The officers of the association are: President, T. M. Carrington; vice-president, W. L. Petty; second vice-president, T. E. Roberts; third vice-president, R. P. Watson.

"44" Sales Force on the Alert.

The sales force of B. Lipschutz, Philadelphia, has been extremely active during the past fortnight. O. L. Myers has just completed an extended tour through New York State and the Middle West, where he placed the famous "44" cigars with a number of prominent jobbing houses, who are reporting increased sales on this brand. C. B. Ogden, who handles the "44" cigars in Rochester and Ohio, speaks enthusiastically over the cigars and has placed a large standing order to be filled this summer. Mahlon A. Funk, sales manager, and Max Lipschutz, advertising manager of the 44 Cigar Company, have been in Scranton, Pa., spreading the signs and other advertising matter.

Contracts for Tobacco Supplied for Illinois.

More than 10,000 pounds of tobacco were contracted for on April 25th by the State Board of Administration for the use of the inmates of the charitable institutions of Illinois. The contracts let were:

Seven thousand one hundred pounds plug tobacco at $21.95 a hundred, and 4,000 pounds of smoking tobacco at $18.25 a hundred, to Jobst, Bethard & Co., Peoria, Ill.

Sixty-five dozen pipes, 9 cents a dozen, to Sprag Warner, Chicago.

Nine gross of pipes, $3.00 a gross, to Franklin McVeigh, Chicago.

The suits of the Imperial Tobacco Company at Princeton, Ky., against fire insurance companies, growing out of the night-rider cases, have been settled by the nominal payment of $1,000. The decision of the Court of Appeals, upholding the riot clause upon which the companies relied, made it unnecessary to carry the case further.

Perfect Cigar Box Lid Holder.

The Perfect Cigar Box Lid Holder, introduced by the Milwaukee Novelty Co., Milwaukee, Wis., is a holder "that serves you right." One of the strong features that appeals to the cigar trade is the firm manner in which it holds the cover at any angle. That the cigar trade appreciates a good article is evidenced by the large trade they have enjoyed and further emphasized by the many unsolicited testimonial letters that have followed sales.

The Perfect Cigar Box Lid Holder not only holds the cover, but also the cigar price tags, the latter are furnished in thirty-one different designs, printed in two colors and sold at very reasonable prices.

New Coupon Company Formed.

ON Friday, May 5th, a charter was granted at Wilmington, Del., to the Liberty Coupon Company, who are authorized to do a general coupon and premium redeeming business. The capital stock was placed at the nominal figure of $10,000, but which amount will be increased as occasion may require. Although a Delaware corporation the principal office of the company will be at 152 N. Third street, Philadelphia, the officers and principal stockholders being Philadelphians. The main business of the new enterprise is the promotion of the coupon idea in the cigar and tobacco trade, while other branches of industry will also be looked after.

The officers of this company are as follows: J. E. Tuck, president; H. C. Ellis, secretary, and J. Harvey McHenry, treasurer and general manager. Mr. Tuck, the president of the new company, is a prominent cigarist in Phialdelphia, and who some time ago commenced operations as the Tuck Coupon Company, which was quite successful, but he found in the new enterprise possibilities of greater expansion and has turned his former coupon business over to the new company, which will redeem the Tuck Company's coupons. Mr. Ellis, the secretary, certainly needs no introduction to the members of the cigar and tobacco trade, since his many years' connection with it and as the present head of Arthur Hagen & Co. J. Harvey McHenry, the treasurer and general manager of the newly organized company, is among the popular of the youngest members of the trade, and has also for a number of years been identified with Arthur Hagen & Co. and has an extensive and valuable acquaintance. It will be seen from the personnel of the company that it is starting out under very favorable auspices and is officered by thoroughly capable and experienced men.

Since the advent of the United Cigar Stores Company in this city, the need of the use of coupons has become more plainy apparent, and the plans of the Liberty Coupon Company are calculated to supply the trade with a system that will be so extensive in its lists of premiums as to fully meet all competition of other coupon companies. It will be of special advantage to other dealers, for there will be carried in stock at their offices in this city a full line of goods which may be inspected at any time. An open invitation is extended to the trade to visit the company's office at any convenient time and personally inspect the offerings.

Sudden Death of John Steigerwald.

THE sudden death of John Steigerwald, of John Steigerwald & Co., cigar manufacutrers of this city, and the El Borita Cigar Company, of Quakertown, Pa., which occurred at a hotel in Atlantic City on Thursday, May 5th, was a great shock to his friends in the trade in this city. His death, it has been ascertained, was purely accidental by asphyxiation. It is believed by police authorities that in turning off a gas jet another was unconsciously turned partly on, and when his body was discovered gas was found to be still flowing.

Mr. Steigerwald was for a number of years engaged in the cigar business, and had won considerable prominence as the manufacturer of the "Wahnetah", a five-cent cigar, which had enjoyed a liberal trade in this city and elsewhere. On the Saturday previous to his death, Mr. Steigerwald was elected vice-commodore of the Wildwood Yacht Club. He was himself the owner of two yachts and quite a leader in nautical sports. He was 45 years of age and is survived by a widow and two daughters.

"Masterpiece" Cigars in Philadelphia.

The latest campaign entered upon for the development of local trade that has taken place in this city was taken up on May 1st by Messrs. Jeitels & Blumenthal, Ltd. The brand which will be especially exploited in this city is their "Masterpiece" five-cent cigar. It is probably pretty well known that this house has not heretofore made any special effort for home trade. The success with which the "Masterpiece" has met in other sections of the country has no doubt prompted them to this move. Needless to say that the "Masterpiece" is a very strong seller in the West and it will, undoubtedly, also make its way into favor in this city. They are putting out some unusually attractive advertising matter in the way of window signs, etc., and will also see to it that window display featuring will not be overlooked.

The Everybody's Cigar Store, which was in operation for several months at 24 N. Tenth street, has been discontinued, and the stock and fixtures removed to the southwest corner of Ninth and Filbert streets, thus consolidating the two establishments into one store. The Ninth street store, we are informed, has developed into a very desirable stand, while the trade on Tenth street did not come up to what was expected, hence its discontinuance.

Muck'O a Social Cigar.

IT has been the custom for several years of the patrons of W. A. Haug, well-known cigarist, at 19 N. Ninth street, to present some gift to him each year about Christmas time. This practice has been in vogue for so long a time that his patrons have almost exhausted themselves in trying to decide what the article shall be as the time again approached.

It occurred in December last that some brilliant mind thought of a parrot as a very suitable gift for the occasion that year, and as a result there was procured a fine specimen of Mexican parrot, which has since been adorning the store and also amusing the patrons while spending a few lesiure moments at the store.

It then became a puzzling matter to find a suitable name for the new pet, until one of the more versatile of the customers suggested "Muck'O", and that was promptly adopted. Furthermore, it has proven a happy event and one in which Mr. Haug himself is fully particpating. He has introduced a new brand of cigars under the name of "Muck'O", and made a hit with it. The name grew so rapidly in popularity that a number of the patrons organized a new social club, which has now become known as the "Muck'O Social Club", and which we are informed has a membership of 125 and that regular monthly meetings are held.

Recently a benefit was given at Dumont's Opera House, which was well attended and the club made out finely, and with the proceeds of that affair a banquet was held at Mosebach's Casino on Thursday evening, April 27th, which was even more largely attended than the previous functions and was pronounced a brilliant success. Toasts were responded to and many witty sayings were expressed.

The club has a regular set of officers and various committees, with F. B. Robertson, the well-known representative of the Manchester Cigar Manufacturing Company, of Baltimore, as chairman of the Banquet Committee, which so successfully carried out that affair.

The "Muck'O" cigars, which Mr. Haug has launched as a result of the fun which "the boys" have had with him, are made at the factory of John G. Spatz & Co., of Reading, Pa.

Dohan & Taitt announce the appointment of a new representative for that house in the State of Pennsylvania, having secured the services of Howard O. Falck, of Lancaster, who has been for some time engaged in the same line of business and has a large acquaintance in the trade. Aside from his acquaintance in the trade he is also thoroughly familiar with the leaf tobacco business.

George Cauffman, a traveling representative with K. Straus & Co., returned on Monday week last from a several weeks' trip through New York State. Cauffman now covers in addition to New York and New England, Maryland, Delaware, Washington, D. C., and Virginia. Mr. Karl Straus, of this house, contemplates a visit to Europe this year, which will be the first time in ten years that he has visited his old home in Germany.

Under the direction of Frings Bros. Company, the goods of the E. H. Gato Cigar Company have made rapid strides forward in the local trade. The line is being strongly specialized and the returns are highly pleasing.

The Empire Leaf Tobacco Company, of this city, figured quite conspicuously in the leaf trade recently, and in a transaction of nearly 500 cases '08 Pennsylvania leaf they were the principals.

George Dennerlein of P. Dennerlein & Sons; William Fisher, representing F. & E. Cranz; Julius Marquesee, of New York, and H. J. Rindskopf, of Lancaster, Pa., were among the visitors during the past week.

George W. Spitzner, of C. H. Spitzner & Son, widely known leaf tobacco packers of New York, was a visitor in this city lately and personally consummated sales of considerable quantity of Connecticut leaf.

J. H. Hoober, of Lancaster, was a well pleased man last week, when, while visiting the trade in this city, he succeeded in effecting a sale of nearly 500 cases of 1908 Pennsylvania tobacco to a jobbing house through a local broker.

Charles and Fred Hipple, of Hipple Bros. & Co., have lately spent considerable time at Lancaster, where they are putting up a packing of 1909 tobacco. Business was, however, very ably looked after during their absence by Warren P. Gotwals, the junior member of the firm. This house, by the way, is prospecting for larger quarters.

D. Kalberman, representing Joseph Hirsch & Son, New York Sumatra importers, was a visitor in this city last week.

Barnes-Smith Co. Increasing Forces.

The Barnes-Smith Company, of Binghamton, N. Y., is evidently among the very busy ones in the Empire State, for they recently announced that they are in need of 100 girls to strip tobacco at their factory, No. 178 Water street, Binghamton. This is quite a favorable contrast with the general conditions of the cigar trade, as it is reported not only from Binghamton, but from many other sections of the country. It seems, however, that their "Opia" brand has a very strong hold upon the market, and that it is increasing steadily in demand among consumers.

Whelpley & Clark on May first celebrated their eighteenth business anniversary as tobacconists at their present premises at Washington and South Main streets, South Norwalk, Conn.

The Cuban Market

From Our
Exclusive Bureau
36 Zulueta
Havana, Cuba.

HAVANA, CUBA, May 7th.

DURING the last two weeks one large jobber from New York and several Tampa manufacturers, as well as some of our local exporters and cigar manufacturers, have given this market a little more life, and this has helped to swell the sales. Prices evidently show a sign of stiffening, and quite a number of Spanish leaf dealers feel more encouraged to hold on, as the outlook for the coming crop has not improved.

In reality, as the dry weather has continued in all of the tobacco growing districts, except in the Oriente Province, no progress has been made in taking the leaf down from the poles, and, therefore, we are all as ignorant about the coming quality as can be. One fact, which cannot be disputed is, that the quantity will be smaller. The crop was principally planted and grown under very unfavorable weather conditions, and it is not likely that the good part of the crop will be abundant, and on the contrary, the probabilities point to small leaves and too heavy a quality of "Vuelta Abajo", "Remedios", and even "Partido". The "Semi-Vuelta" crop this year is described as almost a total failure. "Remedios" shall have so much sap or gum, that perhaps the manufacturers will be unable to use this style of leaf until the year 1912.

The only hope is, that perhaps through a heavy sweating process in the piles, the extra heavy quality will be toned down considerably, but this cannot be foretold, and it remains to be seen, how the tobacco will act after the fermentation. Naturally, our farmers are anxious to hurry their crops to market, but if they are not careful they may find later on, that we will have a repetition of the execrable 1907 leaf. That the latter crop was so defective is now universally ascribed to the poor fermentation in the piles, therefore, it is hardly possible that packers and farmers commit the same error in the coming manipulation of this year's tobacco.

Extraordinary cool weather toward the end of April, has been followed by dry, hot weather this month. We have had no rain in Havana, but it sprinkled in a few places of our province and Pinar del Rio, not enough to do any good to the Vegueros. The misery in "Vuelta Abajo" shall be terrible, as owing to the drought, the farmers cannot even raise any vegetables to subsist upon.

Sales during the past fortnight aggregated 5,725 bales, which consisted of 3,313 of "Vuelta Abajo", 125 "Partido", and 2,287 bales of "Remedios".

Buyers were. Americans, 3,212; Europeans, 350, and local dealers and manufacturers of cigars and cigarettes, 2,163 bales.

Exports of leaf tobacco from the port of Havana, from April 18th to 30th, were:

To all ports of the United States,		6,804 bales
"	Europe,	150 "
"	Buenos Ayres,	295 "
"	Panama,	9 "
	Total,	7,258 bales

PRINCIPAL BUYERS WHO COME AND GO.

Arrivals: Edgar J. Stachelberg, of M. Stachelberg & Co.; José Pando, of Garcia & Pando; J. M. Martinez, of J. M. Martinez & Co.; Fred J. Davis, of Samuel I. Davis & Co.; J. Anton Gregory, of José A. Gregory & Co.; José Escalente, of José Escalente & Co., all of Tampa. Otto Sartorius, of Sartorius & Co.; George W. Rich, of L. G. Smith & Co., both of New York.

And returned: Percival S. Hill, president Henry Clay and Bock & Co.; E. T. Ware, of the Henry Clay and Bock & Co., of New York and Havana; and John T. Whelan, president of the United Cigar Stores Company, New York; I. P. Castañeda, of Jorge & P. Castañeda, Havana; Max Stern, of Sylvester & Stern; Fritz Lederer, of Heinrich Neuberger; Ernest Ellinger, of Ernest Ellinger & Co.; the last hree of New York and Havana, and Teodoro Garbade, of H. Upmann & Co., Havana.

Departures: John Gerdts, for San Ffancisco; José Pando and Edgar J. Stachelberg, for Tampa; J. H. Cayro, for Key West; John H. Boltz and Herman S. Vetterlein, for Philadelphia; Hilario Muñisz and Antero Gonzales, for Asturias, Spain; George W. Rich, Charles F. Zenker, Joseph Glaccum, Percival S. Hll, Avelino Pazos, E. T. Ware and J. F. Whelan, all for New York.

CIGAR FACTORIES SHOW IMPROVEMENT.

Havana cigar manufacturers report a slightly better inquiry and that orders are coming in more regularly, although they are mostly for small quantities of different sizes, and this also applies more to the larger factories than the smaller ones. The United States, Canada and South America appear to be the best customers just now, while Great Britain seems at the moment less anxious to increase its calls.

Germany, at this period of the year, is usually a slack market, as it is waiting to see how the new crop may turn out. The following figures taken from official custom house returns, show that the exports of cigars from the Port of Havana from January 1st to April 15th, inclusive, and for comparison's sake, the figures are given for the years 1909 and 1910, viz.:

From Jan. 1st. to April 15th, 1909,	54,345,514 cigars.
" " 1st, " " 15th, 1910,	45,567,135 "
Decrease in 1910,	8,778,379 cigars

which shows a betterment a trifle over half a million cigars in the decrease against the previous fortnight.

H. Upmann & Co. are working well in their renowned "H. Upmann" factory. Don Alberto Upmann was in charge, while Don Teodoro Garbade was away on his flying trip to New York, but as the latter returned this week, he is now in command again. Fortunately, this factory has plenty of old, light wrappers in stock.

"Sol" does not complain, in fact, Don Carlos Behrens says, when business is slack all over, they generally experience a good demand for their excellent "Sol" and "Luis Marx" brands, from all out of the way countries, so this helps out to bridge over the dullness in the chief countries. Max Schatz, their New York representative, however, never fails to forward orders from the United States and England, also in ordering fair quantities.

"La Diligencia" is doing quite well, and Don Bernado Moreda, after his return from the famous bathing resort of San Diego de los Baños, was very much pleased to see how his friends and customers had ordered cigars during his absence, and he begs to extend his thanks through the columns of THE TOBACCO WORLD to the patronage bestowed upon "La Diligencia." Having a large stock of choice, old tobacco on hand, he gurantees his customers the same uniform, good quality of his cigars during the remainder of the year 1910, no matter what the final outcome of the 1910 crop may be.

Henry Clay and Bock & Co., Ltd., is fully occupied, having plenty of orders to fill yet from all directions. Mr. Percival S. Hill only stayed three days in Havana. From New York he will visit Europe on a hasty trip. Frank Arango, the manager of the different factories, is well spoken of, as he understands his arduous duties thoroughly.

Other factories which are at work are "Romeo y Julieta", "Viuda de José Gener", "Partagas", Castañeda", "Flor de P. A. Estanillo", "Por Larrañaga", "Redencion", "Carlos E. Beck & Co.", and "Figaro".

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Sobrinos de A. Gonzalez sold seven hundred bales of "Vuelta Abajo" and "Remedios".

"El Gran Oton" has registered 2,000 bales of "Remedios" leaf during his stay here, but the larger part of his purchases were, however, previous contracts made already last year. José C. Puente was a seller of 600 bales of "Vuelta Abajo". Fred J. Davis has made quite some purchases for their well-known "El Sidelo" factory in Tampa. José F. Rocha disposed of 555 bales of "Vuelta Abajo". The Castañeda factory sent a large oil painting of "Lady Nicotine" to the Buenos Ayres Exposition, and which original water color production has been seen here all over town, advertising the cigars of this factory most effectively.

A. Pazos & Co. closed out 432 bales of "Vuelta Abajo" and "Partido". Menendez & Co. purchased for their customers 400 bales of "Remedios."

Ernest Ellinger & Co. sold 282 bales of all kinds of leaf to their customers. A. M. Calzada & Co. made some good-sized shipments per steamers "Havana" and "Saratoga". Don Antonio Calzado was all over the "Vuelta Abajo" region, and is said to have made some large contracts for the coming crop to be delivered as soon as the rainy season commences. B. Diaz & Co. were sellers of 300 bales of "Vuelta Abajo" and "Partido". "Romeo y Julieta" purchased several hundred bales of "Vuelta Abajo". Cardenas & Co. sold 200 bales of "Vuelta Abajo".

The French "Regie" buyer is reported to have closed several deals of fine "Vuelta Abajo" vegas, so it seems the "Regie" may go into the manufacture of Cuban tobacco heavier than heretofore. This may not help our cigar manufacturers eventually, as the duty has been raised 50% on the importation of cigars.

Jorge & P. Castañeda sold 200 bales of "Vuelta Abajo". They intend to start their renowned "San Antonio de los Baños" packing about the middle of this month, as they have enough tobacco in "pilon" already.

Another factory which has good orders for the American market is "El Credito", the owners of which, Rodriguez y Bros., are well pleased with the success they have met so far.

Principal shippers above 200 bales were: I. Bernheim & Sons; Leslie Pantin; Sylvester & Stern; Mark A. Pollack; Rodriguez, Menendez & Co.; Garcia & Co.; A. M. Calzada & Co.; Charles Blasco, and A. Gonzales.

Receipts of tobacco from the country for the fortnight ending April 30th, 1910:

		Since Jan. 1st, 1910.
701 bales	"Vuelta Abajo",	20,514 bales.
56 "	"Semi-Vuelta",	297 "
47 "	"Partido",	747 "
129 "	"Remedios",	3,067 "
39 "	"Santiago de Cuba",	920 "
972 bales.		25,554 bales.

ORETANIV.

Profitable Experiments of Tobacco Raising in Texas.

The visit to the Government Experiment Farm near Nacogdoches, Texas, was particularly interesting to those delegates who had not visited the tobacco fields before. The farm consists of about five acres and the land is leased by the Federal Government for experimental purposes, and in this work the State assists financially.

The experiment was started in 1908 under the direction of Otto Olson, of the United States Department of Agriculture. Mr. Olson has continued conducting experiments in Texas since that time and it is largely, if not altogether, the result of this work that Nacogdoches County has developed as a tobacco producing territory.

At present there are about 200 acres of land in this county under tobacco cultivation, and the demand greatly exceeds the supply. There is an immediate market for all the tobacco that can be produced, and those who have raised it in Texas say that the profits are large.

Foreign Tobacco Experts Arrive in Louisville.

ORDINARILY at this season of the year the Louisville tobacco market produces but few unusual happenings. The leading authorities there might complain of monotony were it not for the fact that the approach of summer always brings to Louisville experts from all over the world, representing foreign governments, who pay annual visits to Kentucky with a view to familiarizing themselves with the tobacco situation. When conditions there present a favorable aspect some large tobacco contracts are made with the visitors.

The vanguard of the foreign representatives appeared in Louisville about the middle of April in the person of Wallace Vanderloo, who journeyed from Belgium to visit the largest tobacco market in the world. Mr. Vanderloo studied the situation carefully for some time and renewed many old acquaintances among the leading tobacco men. He afterwards departed for Tennessee, but is expected to return to Louisville before he sails for Europe.

M. Leheup arrived during the first week of May, representing the French Government. Tobacco experts from Great Britain, Germany, Italy, Russia, Spain and Japan are also expected to arrive.

The Allen Tobacco Company has been incorporated at Newark, N. J., with a capital of $10,000 to engage in the manufacture of cigars, cigarettes, etc. The incorporators are Abraham I. Lewis, Edward O. Stanley, Jr., and Ernest L. Quackenbush.

Prominent Milwaukee Jobber Dead.

Ferdinand T. Yahr Succumbs—Trade News of the Cream City.

MILWAUKEE, WISC., May 10th.

FERDINAND T. YAHR, president of the Yahr & Lange Drug Co., wholesalers and jobbers of cigars, died May 1st. He was a prominent Mason and the funeral was conducted under Masonic auspices.

Milwaukee has been successful in obtaining the meet of the Knights of Pythias in August. Fully fifty thousand visitors are expected.

Weather conditions have been ideal during the past few days and business is gradually picking up.

Steve Surman Company have taken possession of their new store and report a good business. The old stand will be continued until June 1st, after which only the Wells Building store will be operated. Their jobbing department continues to meet with success, placing the "Bingo" and "Sur Monts".

The Pabst Building store of Fay Lewis & Bro. Co. report a good business. The "Valle Rico" and the "Harvester" cigars are receiving the benefit of window displays.

The Abraham stores continue to enjoy a fair trade. Mr. Hugh Sharp has severed his connection with the firm and is now connected with the Clipping Company.

E. A. Craig has discontinued the style of the "Marble Store", using instead the name "Smoke House." He reports a good business.

Crombie, the Chamber of Commerce cigarist, continues to do a good business. "The Webster" and "Bull Dog" being among the best sellers.

The United Cigar Stores Company have closed a lease for the northeast corner of Third street and Grand avenue at an annual rental of $13,000. The store is at present undergoing improvements and will shortly be opened.

Allanson is making a special display of the "Cinco" cigar, and the Dadd Drug Company are also featuring this brand.

The Wright Drug Company are giving the "Corker" cigar a boost by a window display. They report a good business on all lines which they job.

N. P. Drees has opened a new cigar store on Twelfth street.

The Light Horse Squadron Cigar Company have moved to their new factory, corner Eleventh and Grand avenue. This location gives them spacious quarters for their fast growing business.

Emil C. Rutz, a cigarist of Ripon, Wis., has filed a voluntary petition in bankruptcy in the court here. His liabilities are $2,306.51 with assets of $2,510.

Johnson & Miller, at Racine, Wis., have dissolved. Mr. Johnson will continue the Monument Square stand, while Mr. Miller will take over the Racine Hotel stand.

A. E. Burlingame Company have opened a new store at 216 Bridge street, Eau Claire, Wis., and Clem Schoonover has opened a store at Hayward.

Charles Oliver, of Beloit, Wis., has discontinued the manufacture of cigars, but will continue in the jobbing business. At Brodhead, C. W. Vollhardt sold his business to Calvin Martin, of Chicago.

Warehouse handling is progressing very slowly, but few firms having completed the season's packing.

Recently the warehouse of F. G. Borden & Co., at Milton, was raided by thieves, who stole about $12,000 worth of certificates of deposit and $10 cash. As the certificates are not negotiable the actual loss is small.

BADGER.

Claremont, N. H., has just lost one of its oldest business men in the person of James B. Kennedy, who died in that city on April 22nd at the age of fifty-two. He was a native of Claremont and had been engaged there for many years in the cigar and tobacco business.

Hartford Cigar Notes.

A City of Old Brands and Long-Established Houses.

HARTFORD, CONN., May 12th.

HARTFORD, the capital city of Connecticut, is notable for its many old established business houses. Few cities of her size in the country can antedate Hartford in this respect. And it applies to the cigar trade quite as much as to any other of the many industries of this city.

For instance, there is a large sale to-day for the "Original Crown Jewel" cigars, now made by F. H. Crygier, 256 Asylum street, and which was originally established by Benjamin Wood. His picture adorns the label. Mr. Wood up to the time of his death, some years ago, was a very popular man in Hartford, and in his earlier years was engaged in the tobacco business, having entered the trade as an employee of the Lorrilard tobacco factory at Jersey City, N. J. Later he took up cigar manufacturing, and was highly successful.

Mr. Crygier, after succeeding to the business very wisely continued the brand and more extensively exploited the goods. There is now a more extensive call for the brand than ever. It is a Connecticut broad leaf wrapped cigar, selling at 10 cents.

In smoking tobaccos Mr. Crygier has followed up the same idea of perpetuation, and his "Crown Jewel" cube cut is a standard. The goods are made specially by the Falk Tobacco Co. of New York and Richmond, and an idea of its longevity may be obtained from the following story, related to the writer by Mr. Crygier:

One of the regular patrons of the establishment was housecleaning, and since he had been saving up all empty tobacco cans, and had accumulated many of them, which were offered to Mr. Crygier. When they were brought to the store and counted it was found that there were 280.

A special display is now contemplated, and upon which will be placed suitable placards, which will no doubt prove an effective advertisement.

The old manufacturing firm of Leshke & Pletcher continue to feature their "Rosedale" 10 cent cigar throughout the city. This is one of the oldest firms in the New England States.

The "Tirador", Havana cigars made by A. S. Valentine & Son, of Philadelphia, are on sale here among drug stores, etc.

Nickel cigars are not popular in Hartford, and manufacturers do not cater very strongly to nickel trade, because they do not care to make large quantities of that class of goods, owing to high wages of labor here.

J. J. Doyle & Son, cigar manufacturers, now at 50 Union Place, contemplate soon taking larger factory quarters. They operate a union factory.

Charles Soby, than whom there is not a better known manufacturer in Connecticut, having rid his stock of all goods which were in the slightest degree affected by smoke, caused by a fire recently in the building adjoining his factory, is again prepared to supply the trade with fresh stock. The Soby product was a favorite during the convention of leaf men held here this week.

Among the oldest exclusive retail dealers in Hartford is the firm of Solomon & De Leeuw, on Asylum street near Main, where they have patrons who have been coming to this store as long as it has been established.

E. A. Bollinger, representing the cigar manufacturing firm of F. X. Smith, Son & Co., of McSherrystown, Pa., was recently a visitor in the cigar trade here.

E. J. Noah and Harry B. Foster, for many years connected with the S. Levyn cigar store, have organized the Noah-Foster Company and have opened an up-to-date cigar store at 14 East Eagle street, Buffalo, N. Y. They have installed humidors with a capacity of 1,000,000 cigars.

Cigar Men Booming 'Frisco Exposition.

Prominent Merchants Subscribe to Panama-Pacific Show—The Manila Trade.

SAN FRANCISCO, May 5, 1910.

THE attention of most San Franciscans was largely occupied last week by the preliminary steps toward securing the Panama-Pacific Exposition, to be held in 1915, for this city. This excitement has had no noticeable effect either way on the cigar business, but the exposition, if held here, will without doubt be of great benefit to the trade, and the cigar men have been liberal contributors. Most of the $5,000,000 stock of the exposition has already been subscribed, and many important interests are still to be heard from. H. L. Judell, of H. L. Judell & Co., is chairman of the committee to secure subscriptions from the cigar trade and the commercal travelers' organization. The largest individual contribution was that of M. A. Gunst & Co., $25,000, but the Retail Cigar Dealers' Association subscribed a similar amount.

Local retail business is going along in the same old way, and the replacement of the slot machines seems as far away as ever. Some of the larger and better established stores are getting a fair run of business, and those who make a specialty of the box trade are pretty well satisfied, but on the whole business is quiet. Jobbers are still getting in liberal orders from the country, but some easing off is expected before long, as the warm weather is beginning, and few country dealers are equipped to keep a large stock of cigars in good condition during the summer months. From all indications, however, the consuming demand in the country will be well sustained all summer, as money is plentiful and people are smoking more and better cigars than in former years.

I. Danziger, the San Francisco cigar broker, was one of the pioneers in the Manila business, having the exclusive representation of the La Urania Cigar Factory, Ltd. He states that he is in position to protect jobbers handling any of his brands in any territory, and accordingly is getting some large orders from dealers on the Coast. A good many orders are so far unfilled, but the factory is now making large shipments, and expects to take care of all the business that comes in. Mr. Danziger states that the Manila cigar has about found its level in this market, and is confident that it will find a much greater demand in the East than can be supplied, though it will be some time before the market there is regularly established.

Herman Moss, of the S. R. Moss Cigar Company, will make a trip to Los Angeles this week in the interest of his factory.

S. S. Hirsch, a cigar broker representing several Eastern factories, has started on a trip through the Middle West. He has added to his samples a new line of Manila cigars, on which he expects good returns.

E. C. Bondy, of Bondy & Lederer, after a week in this city, made a short visit to Los Angeles, accompanied by Mr. Dalton, his Western representative. He is now in this city again, and will leave for the East in a few days. He expresses himself as well pleased with his trip to the Coast, and considers the outlook in the general cigar business very bright. He hopes to make a visit to this territory every year hereafter.

H. L. Judell & Co. are greatly encouraged in regard to the Manila business. They will get a large shipment May 15th, and will then be able to take care of a lot of back orders.

E. M. Elam, Coast representative of I. Lewis & Co., has just returned from a trip East.

Arnold Pollak, representative of the El Arte Cigar Company, is now in the Kern County oil fields, where he has an interest in a new well.

M. A. Gunst & Co. have bought out the cigar stand at the St. Francis Hotel, where a complete stock of the "staple" lines has been installed.

Herman Kieser has added the adjoining store to his jobbing and retail place on Golden Gate avenue, near Fillmore street. He reports a lively business all along the line.

Sigmund Cahen, who has been prominent in retail cigar circles since the times before the fire, has opened a handsome new store at 76 Ellis street.

M. A. Gunst & Co. report a very heavy demand on "Van Dycks", several sizes of which are out of stock at the moment. "Owls" also continue to be large sellers. The company is well satisfied with its Manila business. It has been doing some work on these goods in a jobbing way, and the demand for the five-cent Manilas has been extremely strong, both in the wholesale and retail departments.

Joe Bouquet, formerly of the Bouquet-Cohn Cigar Company, which for several years conducted a local jobbing house and a chain of retail stores, is opening a new store at the corner of Battery and Market streets. The chain of stores is now in charge of Mr. Cohn.

The last lot of Manila cigars arrived May 1st. The last few shipments have been somewhat lighter than those received earlier in the year, and there are some indications that the rush of goods to this country will be less active from now on, as importers are getting more particular. The last lot consisted largely of cheap goods, mostly for the Western trade. Castle Bros.-Wolf & Sons are shipping a good many cigars to New York via Suez, in order to fill the wants of their Eastern customers more promptly.

D. Gerdts, of Frankel, Gerdts & Co., has returned to the local factory after a purchasing trip to the Cuban market.

It has been reported about town that Harry Bercovich, agent for the Luis Martinez cigar, has taken a lease on the store occupied by the American-Manila Cigar Company on Front street, and will move there in the near future.

A. G. Daly, who recently opened a store adjoining the Orpheum Theatre, has sold out, and will go on the road for Mebius & Drescher, of Sacramento, Cal.

Samuel Chase, of Louis Ash & Co., is expected in San Francisco this week.

The Traders' Cigar Store Company has been incorporated at Spokane, Wash., with a capital stock of $5,000, by R. M. Williams, Gus Frederickson and H. Rodgers.

The Gray's Harbor Cigar Company is preparing to start a factory at Elma, Wash.

F. C. Bates, a prominent San Francisco retailer, has bought out a stand on Montgomery street, near Bush.

Our Production During April.

A SURPRISING increase in the production of cigars, tobaccos and cigarettes in the First District of Pennsylvania during the month of April is shown by the report of the Collector of Internal Revenue, and according to whose figures the output was as follows:

Cigars	58,285,270
Little Cigars	17,235,000
Cigarettes	21,606,500
Manufactured Tobacco (pounds)	104,189

These figures, as compared with the production of the month of April during last year show an increase of 5,767,470 cigars. In little cigars there was also an increase in the production of more than two and a half million, while in cigarettes it is shown that there was a gain of 6,500,000, and in manufactured tobacco a gain of 24,000 pounds. In the production of snuff, however, there was a decline of some 57,000 pounds, as compared with the corresponding period of last year. The rather remarkable increase in the cigarette production is attributed by cigarette manufacturers to the change in the Internal Revenue tax which goes into effect on July first, and it appears that dealers are stocking up more heavily. At any rate, the April figures make a most satisfactory showing and are encouraging to all branches of the industry.

Business Brightens at York.

Local Factories Pushing Sale of New Brands—Production for April Shows Gain—Trade Visitors.

YORK PA., May 13th.

BUSINESS continues to brighten by degrees, although progress is slow. Factories making better grades of goods seem to be geting a larger proportion of business than the manufacturers of cheaper goods are at the present time. In fact it was the makers of cheaper grades who have suffered most for the past year or more. Cigarmakers who have families to support have beea obliged during the past six months to seek employment elsewhere and a number of them have, in the meantime, also moved their families away from our local cigarmaking towns. It seems that some of them are extremely anxious to return, and will, no doubt, do so at their earliest convenience.

Herman Warner & Co. made a big hit here on Wednesday last, the opening day of the ball season, when an exciting game was played between the York and Lancaster teams. Taking advantage of the opportunity afforded them this house came out with a full page advertisement in local daily papers exploiting the merits of their "Pulliam" brand of nickel cigars, and the local dealers all reaped a rich harvest from the enterprise.

Gus Beck, of Warren Beck & Bro., who met with an accident which severely wounded an eye some days ago, has improved a great deal and is again attending to his business as usual.

There have been about the usual number of visiting leaf salesmen in this city lately, but nearly all have complained that manufacturers do not seem eager to buy goods in large quantities as yet. Of course, this has been the cry for some months past.

I. Latzar, a Chicago tobacco man, who is well acquainted here, recently visited the local trade.

Some heavy purchases of leaf have recently been made by representatives of a well-known manufacturing firm. The tobaccos purchased are being shipped to Lancaster for packing.

H. F. Kohler, manufacturer at Nashville, is strongly featuring his "Home Run" brand of nickel cigars in this city. The goods are being distributed by Young & Busser and Charles Beck & Co. Mr. Kohler reports that he is also having a good run on his "Judge Shepard" cigar. These goods have an extensive sale through the Western and New England States.

A new cigar factory is being opened at Littlestown by W. A. Staley.

At Windsor, this county, a new firm under the name of Grim & Roser have commenced operations as cigar manufacturers.

The Gillespie Company, of this city, have been quite extensively engaged in packing both Pennsylvania and Connecticut tobaccos this spring.

According to reports made by the local revenue offices the sale of cigar stamps during the month of April amounted to $80,004.41. This shows an increase over the corresponding perod of last year of about $10,000 and represents a production for April of 26,668,000 cigars, which is 3,334,000 more than were produced during April, 1909. The April production, however, is 1,000,000 less than during March of this year. During the month there were also granted twelve licenses for the opening of new factories, most of which are to employ only small forces, with the exception of C. D. Myers & Co., of Red Lion, who will operate with twenty hands. The complete list of these new factories is as follows: William A. Spangler, Red Lion; C. D. Myers & Co., Red Lion; Annie Marks, Red Lion; Samuel C. Leber, York, R. F. D. No. 1; Emanuel Dietz, York; J. A. L. Shellenberger, York; Thomas C. Beecher, York; E. F. Noll, Dallastown; Iva M. Wert, Dallastown; Charles Edward Snyder, Springvale, R. F. D. No. 2, and Lemuel E. Lentz, Felton.

Additional Machinery for Block Brothers.

At the very extensive tobacco manufacturing establishment of the Block Brothers Tobacco Company, at Wheeling, W. Va., experiments have been in progress for the past year on several filling, packing and stamping machines, and have now been proven successful. It is understood that the firm has given an order for forty of these machines, which will be installed as soon as they can be made by the factory in New York State. This may mean a reduction in the number of employees required to properly condiict the factory, but it will likely also increase the production or output of the factory, and enable the firm to meet the growing demand for their popular "Mail Pouch" and other brands of manufactured tobacco.

They also announce that following their established custom they commenced on the first of May to give their employees a half holiday on Saturday, and that this will be continued until late in September.

A New York State Chain.

A new concern to operate a chain of stores in New York State, as well as to conduct a cigar factory, was recently organized at Plattsburg under the name of the Goldberg, Ginsberg & Co., Inc. This concern has purchased the Adirondack cigar factory and will also be the successors to Goldberg & Ginsberg, who have been in the cigar business for some time.

New "Optimo" Distributors.

Clarence Hirshhorn & Co., at 41 Randolph street, Chicago, have been appointed the exclusive distributing agents of the "Optimo" clear Havana cigar, made by A. Santaella y Ca., of Tampa and New York, for Greater Chicago. The Santaella product is a very important factor in Chicago, and both the makers and the distributors are to be congratulated upon the new arrangement. An aggressive advertising campaign has been launched which will still further help to give the brand a lively run.

Noted Visitor in Colorado Springs.

R. C. Christy, of the American Tobacco Company, of New York, accompanied by his secretary, passed through Colorado Springs, Colo., on a Western sightseeing and business tour. During their visit to Colorado Springs they called on the Shields-Morley Grocery Company, who are extensive handlers of "American" products, and were entertained during their visit by President Metzler, of the company, and George H. Shields. They were taken on an auto ride through some of the Pike's Peak country. Dame rumor has had it that the real mission of the New Yorkers was the possible establishment of local branches of the United Cigar Stores Company, but Mr. Metzler announces that such rumors are without any basis of fact.

Mr. John J. Mauser is planning the erection of a cigar factory at Sabford, Fla. Mr. Mauser has been in the cigar business in Tampa for the past ten years, understands it thoroughly and promises to give the trade the best cigar on the market.

It is understood the new factory will be located in the Clark Building.

The Tobacco Protective Association, of Clarksville, Tenn., seems to be a live body, full of schemes for the benefit of the industry, and fond of rousing meetings at which much is done and said.

Francis McCarthey was at New Castle, Pa., recently, trying to arouse interest in the growing of Sumatra tobacco in the Robertsdale section of Alabama.

Sorenson & Lampert recently established a cigar factory at Mitchell, S. D.

Revenue Reports Show Progress.

Larger Factories Busiest—Manufacturer's Alleged Embezzlement—Former Leaf Man Visits Local Traders.

LANCASTER, PA., May 12th.

THE report of the Internal Revenue Collector has been quite satisfactory to local manufacturers, but the industry is not yet showing the progress which it should. The larger factories seem to be having a fairly good business, and this may be attributed to their own energy more than to any natural increase in the demand for goods. There are, however, indications that as the year progresses still further along better gains will be shown. The general conditions of the business of the country would seem to indicate the likelihood of a greater participation in the business revival by the cigar manufacturers.

S. M. Ottinger, of the firm of Mitchell & Ottinger, has been making a tour through New York and the New England States with considerable success in placing their Florida tobaccos.

Several local leaf tobacco men are somewhat incensed at current rumors that they were largely interested this year in York County tobacco, when the statements cannot be substantiated by facts. There is a sale for all the York County tobacco that was grown, but some of our local packers are simply not interested in that type of leaf and are neither buyers nor handlers of it in any way.

The cigar box industry in this ctiy at the present time seems to be fairly good and the several box factories here are finding enough work to keep their usual forces pretty steadily employed.

The S. R. Moss Cigar Company were recently the recipients of some good-sized orders for the "El Mosico" cigars, which is their newest offering of the nickel variety. Albert C. Moss, of this house, is now on an extended trip through the South.

As was stated in our previous correspondence, the leaf tobacco business of the late H. H. Miller will be continued under the management of his son, Haldy Miller, who has virtually been conducting the same for the past two years of his father's illness.

An action was recently brought in the Quarter Sessions Court by A. B. Levenite, a cigar manufacturer, against Charles Katz, charging embezzlement of several sums of money aggregating $528. Mr. Katz, who was formerly a salesman for Levenite, it was alleged by the plaintiff, had collected various sums from customers and appropriated same to his own use. The defendant, however, claimed that when he left the employ of the plaintiff a balance was due him for salary and commissions. He was exonerated by the jury and the costs of the suit were divided between the two litigants.

Emil Auerbach, formerly a leaf tobacco dealer in New York City and once a member of the firm of Simon Auerbach & Co., but now of the Sunnybrook Tobacco Company, of Dade City, Fla., was a recent visitor in the leaf trade here.

Troy Firm Increases Capital.

B. Payns' Sons Tobacco Company, of Albany, N. Y., have filed a certificate with the Secretary of State to the effect that they had increased their capital stock from $30,000 to $100,000, and had also voted to extend its corporate existence twenty years beyond that specified in the certificate of incorporation. The certificate is signed by Alexander M. McEwan, president; Fred L. McEwan, secretary; James B. McEwan John S. McEwan and Isabelle McE. Pruyn.

The report that Barrett & Scully would remove their branch factory from Lansing, Mich., has been denied by the owners.

R. G. SULLIVAN, Manchester, N. H.
Maker of **7-20-4** Cigars.

The Thompson & Hoffman Cigar Company has been chartered at Paterson, N. J., to make cigars, tobacco and cigarettes. R. Thompson, C. Hoffman and John Beck are the directors.

The Holcomb Cigar Company, of Binghamton, N. Y., has elected M. C. Holcomb as president, Harriet Drum as vice-president, and G. R. Keegan as secretary. These are also directors.

C. O. Drayton, national president of the American Society of Equity, has been propagating his views in the Miami Valley among the tobacco growers. He has made several speeches in the tobacco centers.

The Barksdale Cigar Corporation is a new company that has been formed at Richmond, Va., to enter the cigar manufacturing trade. Business will be commenced with a nominal capital of $5,000, and the officers are as follows: President, H. P. Woods; vice-president, A. K. Eskle; secretary and treasurer, Peter Barksdale; all are of Roanoke, Va.

It Is I. Lewis & Co.

WEST, DE PERE, WISC., April 22, 1910.

THE TOBACCO WORLD,
Philadelphia, Pa.

Dear Sirs:

Being a subscriber to THE TOBACCO WORLD I take the liberty to write you to ask you if you can furnish me the name and address of the factory of the following No. 1282, Fifth District, State of New Jersey.

Now hoping a speedy reply, I remain,

Yours truly,

J. A. JOSLIN.

Answer.—Factory No. 1282 Fifth District, State of New Jersey, is operated by I. Lewis & Co., 400 Bank street, Newark, N. J.—EDITORS.

NEW YORK.

NEW YORK CITY.

THE month of May has thus far shown a favorable contrast as compared with the volume of business during April, which is proverbially a dull month in the leaf trade, and its former records of dullness were this year fully maintained to the very end of the month. At the close of April, however, there were some indications of a possible improvement and this has since come to pass. During the past two weeks the market has livened up very considerably. Transactions have been more frequent, and of larger volume than had been the rule for some months previous, and as a result hundreds of cases of domestic leaf tobacco, representing both filler and binder stock, have changed hands. It would seem that manufacturers have taken warning from recent reports from growing sections announcing damages to plant beds, which will at least have the effect of producing a late crop and probably a short one, too. Coupled with the facts that the 1909 crops were so short in several of the leaf growing States a rising market has been created, and its continuance would necessarily bring an advance in prices. The leaf dealer has very effectively argued that there will yet come a rush for goods and that those who do not buy at present may find market conditions very different and will probably have to pay a commensurate advance if their requirements can be supplied at all.

The binder and filler stock is not over-abundant and was again considerably depleted during the past fortnight. There never yet was a time when an advance in prices did not follow a very protracted period of dullness in the domestic market.

The Sumatra market was one of the most active branches of the leaf trade, and transactions were divided among both old and new goods, despite the reports circulated and which were not favorable to the offerings of 1909 tobacco, good progress is still being made in its sale, and it will be remembered that the purchases of new goods have thus far been comparatively small. Old goods have also come in for a goodly share of attention, and purchases have been again made in larger quantities. As a result the present supply of both old and new goods has been very heavily reduced, and with a continued good output of cigars manufacturers will necessarily soon again find themselves in need of additional supplies. Present indications certainly do not point to any likelihood of a recession in prices.

In Havana tobacco a moderate amount of business only is reported to have been done. Manufacturers have been buying in a small way, but no transactions of special noteworthiness have been announced. Operations in Cuba are delayed, owing to unfavorable weather, and while a few rains have fallen recently they were insufficient for the urgent needs of the tobacco men and to put the leaf in condition to be taken from the pole.

PENNSYLVANIA.

PHILADELPHIA.

BUSINESS in the leaf tobacco trade continues to improve encouragingly and considerable quantities of leaf have changed hands here within the past two weeks. Inquiries also continue to come in more strongly with a greater willingness being shown by manufacturers to look carefully over the offerings now being made. A visitor from a nearby packing center spoke most sanguinely of the prospect of some fine goods in the packings of 1909 Pennsylvania leaf, and he represents himself as being well pleased with his purchases of that year's crop. Both Connecticut and Ohio tobaccos, as well as Pennsylvania and Wisconsin, were important factors in the domestic leaf market. The supply of both binder and filler goods is being visibly depleted, and this fact is causing the leaf men some little anxiety to be able to meet the demands which may ultimately be made for this type of goods before the new crops are marketable.

The Sumatra market in this city has been normal and stocks of both old and new goods have found some sale. A comparatively small amount of new tobaccos have been purchased by Philadelphia houses, and who have confined their operations more particularly to old goods. Recently some offerings of some new importations have attracted attention among leaf jobbers here and it is not impossible that in the near future some interesting announcements may be made.

The Havana market is reported rather dull so far as immediate sales are concerned. There is every indication that manufacturers are using considerable quantities of goods, but they appear to be simply ordering out from the warehouses purchases that they had made previously. They are not lodging any particular complaint against present prices, but they simply appear to be not in the market for additional supplies at the present time. To be sure there are sales being made constantly, but they are not of such a nature as to characterize an active market.

LANCASTER.

No particular activity has developed in this market for old goods, although it is reported from jobbing centers that a somewhat larger volume of business has recently been done. Local manufacturers have been making some purchases in this market for early needs but even these transactions have been tempered with great moderation, and only such amounts were taken as could be utilized at an early date. The opinion seems prevalent among manufacturers that market conditions will become in the course of time more favorable to them. While on the other hand packers are fully sanguine and expect further advances in prices.

Much attention is being directed to the 1909 crops, of which only about 25% or less still remain in farmers' hands, and as a matter of fact an actual scramble has been on for the past two weeks among several packers to procure that 25%. There was considerable antipathy against the 1909 goods, but lately it seems that a number of packers have changed their opinions, and have not only become more favorably disposed towards that crop, but have actually entered into the race for a supply of it. During the sweating process it was developed that there was ample heat in the new crop, in fact some of the earlier deliveries which were sweated in bulk showed rather too much heat, a condition that was not expected when the tobacco was purchased. The belief is growing very rapidly here that the 1909 tobacco will be in good demand, with a return of more prosperous times in the cigar industry.

YORK.

Local tobacco men have noted some improvement in trade conditions during this month, the manufacturing industry has improved somewhat and consequently the leaf man is finding a more ready sale for his offerings of leaf. No material change in prices has been noted, but a larger volume of business would at least bring about a greater degree of contentment. Our local houses are, however, not confined to local territory, and not a few of them are finding a major portion of their business a considerable distance away from home. York seems to have advantages in the handling of tobacco which enables local packers to successfully meet the competition of larger packing centers, consequently our houses are constantly branching out into newer territory.

READING.

The leaf tobacco men of this city recently participated in greater business activity, and one of the largest packing houses here will this year have one of the largest packings of Pennsylvania leaf that it has ever put up. In the tobaccos of other States, however, this house will not play so important a part this year, preferring to concentrate its attention more fully to the 1909 crops of Pennsylvania broad leaf and Havana seed. A moderate volume of business has been done with local manufacturers.

NEW ENGLAND.

HARTFORD, CONN.

A MODERATE amount of business is reported in the leaf trade. Some buying is still being done, but it is not proceeding as rapidly as one might have expected that it would at this late date. Sorting of deliveries thus far made to warehouses is now pretty well cleaned up, and it is probably fortunate for the packers that this is so, because farmers are much in need of all the help they can get in their preparations for a new crop. Tobacco beds are looking fairly well, but they have needed water, and not all tobacco growers have been properly equipped to supply it. For this purpose stand pipes and hose are being extensively used and the system has reduced the labor very greatly.

NORTH HATFIELD, MASS.

Some buying is still going on, but low grade lots have been left at prices as low as 6 and 7 cents. One New York house is having a lot of 150 cases assorted and packed at this point. The only difficulty standing in the way is the help proposition.

MONTAGUE, MASS.

Several tons of tobacco have been bought in this section at from 8 to 10½ cents in the bundle, and we learn of several other crops having been purchased at as low as 7½ cents. The latter crops, however, were rather heavy, dark goods, and about the last to be left in the towns from which they were procured.

LITCHFIELD COUNTY, CONN.

Tobacco crops of this section have been sold at low prices, and which ranged from 6 to 10 cents per pound. Most of the tobaccos raised in this section, have, however, been purchased.

OHIO.

MIAMISBURG.

THE leaf tobacco market here has been rather dull, and comparatively few sales have been reported during the past two weeks, although prices have not been materially affected. Reports continue to come in of damage to seed-beds, which was occasioned by the recent extremely cool weather, but farmers are making active preparations for setting out crops of at least normal acreage this year again. Warehouse work for this season has been practically completed.

WISCONSIN.

EDGERTON.

LOCAL tradesmen say that more normal conditions are again prevailing, and the trade is gradually regaining itself from the chaotic conditions produced by recent and severe frosts. In fact, the storms were of blizzard-like proportions when snows were followed by heavy freezing weather, during which the tobacco beds in the northern tier of counties were severely damaged, and even those in the southern section of the State suffered to some extent, but not so irreparably.

There appears to be less activity in field operations and the buying movement in procuring last season's crop has slacked away somewhat. Prices have not been very greatly affected. One important sale of 500 cases of '07 tobacco was reported here recently.

A shortage in help still seriously cripples warehouse operations, and is likely to prolong the packing period until well in the summer.

Tobacco Monopoly in France.

Late Import and Export Figures.

IT is pretty well known that France obtains a vast amount of its revenue from its monopoly on tobacco. Like the people of every other country, Frenchmen love tobacco and they use it freely. Discerning this the Government puts its mailed hand on the weed and every user becomes a taxpayer.

The recent official figures show the United States to be the chief source of supply for the tobacco of France; in fact we export to France nearly as much as to all other countries put together.

In 1909 the special imports of cigarettes in France amounted to 85 metric tons, showing a decrease somewhat as compared with the two years previous. As to the quantity of cigarettes comprised in a metric ton, we have no means at hand of ascertaining.

Cigars are easier tabulated and the quantity entered for consumption in 1909 was 12,909,600. That cigar smoking has diminished enormously within the four years past is evident from the fact that in 1907 the quantity entered for consumption was 17,675,300 and in 1908 19,267,000. The decrease for 1909 as compared with 1908, 6,357,400. A shrinkage so extraordinary would indicate greatly decreased purchasing power, if not a partial conclusion among the people to almost cease the use of cigars.

The Director General responsible for tobacco statistics has lately stated the total purchase of tobacco for 1908 to have been $99,269,550; profits of the Government monopoly for 1908, $75,218,855, the profits being $661,604 more for 1909 than for 1908.

The sale of manufactured tobacco in France during 1907 was 39,900 metric tons and in 1908, 40,289 metric tons. The showing is that the Government has increased its profits in the past two or three years, despite the big drop in the sales of cigars. What are known as Scaferlatis and cigarettes selling at from $4.80 to $6.00 per thousand, foreign made cigarettes and ninas, have been responsible for the increase in tobacco consumption. The average consumption per capita in France is 36.11 ounces, viz. 31.84 ounces for smoking and chewing tobacco, and 4.27 ounces of tobacco in powder.

In Brittany tobacco chewing is popular; in Normandy and Anjou snuff is affected, while the departments of Seine and Bouches-du-Rhone get away with most of the cigars and cigarettes.

The number of tobacco stores in France in 1908 was 47,447 and the average profits of the retailers for the entire year amounted per capita to $164.43.

Badger State Items.

The office of F. G. Borden & Co., at Milton, was raided by thieves recently, who forced an entrance to the office safe and procured $10.00 in cash and $12,000 of certificates of deposit. The certificates of deposit, however, were not negotiable, and consequently will not be any loss to this firm of leaf packers.

Edgerton, Wis., was recently visited by S. M. Pinkerton, of the Pinkerton branch of the American Tobacco Company. He was accompanied by Will Chalmers, of Watertown.

T. B. Earle has closed his warehouse at Readstown, where he has put up a packing of tobacco, which was superintended by Weetman Dockinson, who has returned to Edgerton.

At Whitehall, Wis., Richard Holton & Co. have completed a packing of 800 cases of 1909 Wisconsin leaf.

New Tobacco Factory at Evansville.

The good people opposite Evansville, Ind., have been excited lately because some gentlemen have been quietly buying up ten acres or more of ground directly across the Ohio from Evansville. Ten acres were recently sold and an option taken on 90 acres more by J. A. Brown, who is stated to be an agent for an independent tobacco manufacturing company. He plans to dyke up the lands, which are subject to overflow, to build a tobacco factory and houses for his hands. There are other rumors which are causing much talk at Evansville and about.

"Tobaclets, Inc." is the rather fanciful name of a new Virginia corporation at Richmond. Their maximum capital is $100,000; their minimum $40,000. Objects, cigar and tobacco business. The officers of the corporation are W. L. Lamredin, president; G. P. Reed, secretary. Burton Silance, of Philadelphia, is also mentioned.

Walter J. Rich, one time head of the American Cigar Box Company, is suing the Cafe de L'Opera, New York, for $22,000.00. He secured, he says, $208,000 in subscriptions for the cafe and spent $5,000 of his own cash in promoting. He, moreover, says that he has never had a red penny for his services.

G. E. Watson & F. E. Wanamaker, Galesburg, Ill., manufacturers of the Medal Brand cigar, who have been in business but a few weeks, have outgrown their present quarters and will remove to the room above Bunker's shoe store on E. Main street, and will increase their help.

William R. P. Foale, a Civil War veteran and a retired cigarmaker, died last month at his home, Flatbush, Long Island, N. Y. He was a member of G. R. Warren Post, G. A. R., and is survived by his widow, four sons and a daughter.

Charles O'Dence, a cigarmaker of 7 Merchants Row, Boston, and prominent in fraternal society circles, died at his home in that city April 20th. Mr. O'Dence was a Post Grand of King Solomon Lodge, I. O. O. F.

At Utica, N. Y., the White Cigar Box Co. have incorporated with a capital of $10,000. The incorporators are Albert T. White and others.

Falson & Rheaume, at Bridgewater, Mass., have moved their cigar factory into a store lately vacated by L. Costa.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark
For Searching a title which does not result in registration, 25 cents.
For transferring and Publishing Transfer of Registration, 50 cents.
For issuing Duplicate Certificate of Registration, 50 cents.
☞ Applicants should be careful to fully specify the use of desired Trade-Mark

PEREYRAS' 59:—20,067.
For cigars. Registered April 28, 1910, at 9 A. M., by Richard Pereyra, Philadelphia. In use since June, 1905.

PEREYRAS' 61:—20,068.
For cigars. Registered April 28, 1910, at 9 A. M., by Richard Pereyra, Philadelphia. In use since June, 1905.

LA FLOR DE SUAREZ:—20,069.
For cigars, cigarettes and cheroots. Registered April 28, 1910, at 9 A. M., by Ben Porat Cigar Co., New York.

IT'S RIGHT:—20,070.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered April 28, 1910, at 9 A. M., Julius G. Hansen, Reading, Pa.

ARTHUR WING PINERO:—20,071.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 28, 1910, at 9 A. M., by Schmidt & Co., New York.

BIG TONIC:—20,072.
For cigars, cigarettes, cheroots and stogies. Registered April 28, 1910, at 9 A. M., by The J. A. Rigby Cigar Co., Mansfield, Ohio.

CHANTECLER:—20,073.
For cigars, cigarettes and cheroots. Registered April 28, 1910, at 9 A. M., by Calvert Lithographic Co., Detroit, Mich. (Re-registration.)

SILK WRAPPER:—20,074.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 29, 1910, at 9 A. M., by M. Weisman, Boston, Mass.

ELIZABETH ORLENA:—20,075.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 29, 1910, at 9 A. M., by Dana-Cates-Simson Co., Newark, Ohio.

DEPUTANTO:—20,076.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 29, 1910, at 9 A. M., by Schmidt & Co., New York.

SEALED HAVANAS:—20,077.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 29, 1910, at 9 A. M., by Hilbronner & Jacobs, Philadelphia.

REX-ARMAS:—20,078.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 29, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, N. Y.

THE COLONEL:—20,079.
For cigars, cigarettes, chewing and smoking tobacco. Registered April 29, 1910, at 9 A. M., by Martin E. Weber, Cleveland, Ohio. Re-registration.

MASTER CRAFT:—20,080.
For chewing and smoking tobacco. Registered April 30, 1910, at 9 A. M., by Hillman Tobacco Co., Brooklyn, N. Y.

COMFY:—20,081.
For chewing and smoking tobacco. Registered April 30, 1910, at 9 A. M., by Hillman Tobacco Co., Brooklyn, N. Y.

CLEAR THROUGH:—20,082.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 30, 1910, at 9 A. M., by Julius G. Hansen, Reading, Pa.

COBWEB:—20,083.
For chewing and smoking tobacco. Registered April 30, 1910, at 9 A. M., by Hillman Tobacco Co., Brooklyn, N. Y.

EL CRESTADO:—20,084.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, N. Y.

SANARMO:—20,085.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, N. Y.

BOB THE TROTTER:—20,086.
For cigars, cheroots, stogies, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by W. M. Siers, Wilkesbarre, Pa.

FAYETTE BELLE:—20,087.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by T. F. Breen, Lexington, Ky.

BIG JOE:—20,088.
For cigars and cigarettes. Registered May 2, 1910, at 9 A. M., by Moeller & Kolb, Chicago, Ill.

TWIN CLAY:—20,089.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by C. C. Clay, Americus, Ga.

BLACK & TAN:—20,090.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by St. Louis Cigar Box Co., St. Louis, Mo. Re-registration.

GUACHARITOS:—20,091.
For cigars. Registered May 2, 1910, at 9 A. M., by Samuel Zamost, Chicago, Ill.

EL RITARDO:—20,092.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by Louis W. Keyer, Dayton, Ohio.

PLOW BOY:—20,093.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by Louis W. Keyer, Dayton, Ohio.

MOTIVE POWER:—20,094.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by Louis W. Keyer, Dayton, Ohio.

OUR PRODUCT:—20,095.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by Louis W. Keyer, Dayton, Ohio.

EL PRODUCTO:—20,096.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by Louis W. Keyer, Dayton, Ohio.

ART ZEAL:—20,097.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by Louis W. Keyer, Dayton, Ohio.

CHARTER ACT:—20,098.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 2, 1910, at 9 A. M., by Louis W. Keyer, Dayton, Ohio.

ARTISTYLE:—20,099.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 3, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, N. Y.

EDWARD PAYSON WESTON:—20,100.
For cigars, cigarettes and cheroots. Registered May 3, 1910, at 9 A. M., by Heywood, Strasser & Voigt Lithographic Co., New York.

ED. WARD:—20,101.
For cigars, cigarettes and cheroots. Registered May 3, 1910, at 9 A. M., by Heywood, Strasser & Voigt Lithographic Co., New York.

LA CASSEROLA:——20,102.
For cigars. Registered May 3, 1910, at 9 A. M., by Casserly Cigar Co., Philadelphia.

LUCY FORRESTER:—20,103.
For cigars. Registered May 3, 1910, at 9 A. M., by F. P. Shanfelder, Newmanstown, Pa.

WM. BEAUMONT:—20,104.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

DAVID BRAINERD:—20,105.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

HORACE BUSHNELL:—20,106.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

PHILLIPS BROOKS:—20,107.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

PETER CARTWRIGHT:—20,108.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

THOMAS CRAWFORD:—20,109.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

THOMAS J. JACKSON:—20,110.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

AMOS LAWRENCE:—20,111.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

JOHN L. MOTLEY:—20,112.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

VALENTINE MOTT:—20,113.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

BENJ. PIERCE:—20,114.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

ELIZUR WRIGHT:—20,115.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

HY RICHARDSON:—20,116.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

CHAS. GOODYEAR:—20,117.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

LYMAN HOLLY:—20,118.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

SAM'L G. HOWE:—20,119.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

WM. M. HUNT:—20,120.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

MATTHEW SIMPSON:—20,121.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

JAMES M. SIMS:—20,122.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

NAT SMITH:—20,123.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

JOHN C. WARREN:—20,124.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

HENRY WHEATON:—20,125.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

ELI NOTT:—20,126.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

THEODORE PARKER:—20,127.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Moehle Lithographic Co., Brooklyn, New York.

ALULA:—20,128.
For cigars. Registered May 4, 1910, at 9 A. M., by The Gilbert Cigar Mfg. Co., Phiadelphia.

THOMPSONIA:—20,129.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by Oscar J. Thompson, Wilmington, Del.

HANABANILLA:—20,130.
For cigars. Registered May 4, 1910, at 9 A. M., by Quinones, Cabezudo Co., New York.

SAVANA:—20,131.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

SMOKER'S ART:—20,132.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 4, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

HAVANA GENTLEMEN:—20,133.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 5, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York.

FLOR DE WILTON:—20,134.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 5, 1910, at 9 A. M., by Gustave A. Mueller, Chicago, Ill.

AGNDE:—20,135.
For cigars, chewing and smoking tobacco. Registered May 5, 1910, at 9 A. M., by Hillman Tobacco Co., Brooklyn, New York.

AGOOD:—20,136.
For chewing and smoking tobacco. Registered May 5, 1910, at 9 A. M., by Hillman Tobacco Co., Brooklyn, New York.

CLUBMAN:—20,137.
For chewing and smoking tobacco. Registered May 5, 1910, at 9 A. M., by Hillman Tobacco Co., Brooklyn, New York.

MEMBER:—20,138.
For chewing and smoking tobacco. Registered May 5, 1910, at 9 A. M., by Hillman Tobacco Co., Brooklyn, New York.

CURB:—20,139.
For chewing and smoking tobacco. Registered May 5, 1910, at 9 A. M., by Hillman Tobacco Co., Brooklyn, New York.

FORUM:—20,140.
For chewing and smoking tobacco. Registered May 5, 1910, at 9 A. M., by Hillman Tobacco Co., Brooklyn, New York.

PARCEL POST:—20,141.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 6, 1910, at 9 A. M., by Wm. Glaecum & Sons, New York.

RURALITE:—20,142.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 6, 1910, at 9 A. M., by Wm. Glaecum & Sons, New York.

CLEAR TRANSFER:—20,143.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 6, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, New York.

CLEAR DEAL:—20,144.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 6, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, New York

CLEAR SALE:—20,145.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 6, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, New York.

POLI-SCI:—20,146.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 6, 1910, at 9 A. M., by H. B. Franklin & Co., Chicago, Ill.

ADMIRAL DUFFY:—20,147.
For cigars, cigarettes and cheroots. Registered May 7, 1910, at 9 A. M., by Fehsenfeld Cigar Co., Baltimore, Md.

EL FESTON:—20,148.
For cigars, cigarettes and cheroots. Registered May 2, 1910, at 9 A. M., by Moller, Kokeritz & Co., New York.

ENSALMO.—20,149.
For cigars, cigarettes and cheroots. Registered May 7, 1910, at 9 A. M., by Moller, Kokeritz & Co., New York.

MAY BIRDS:—20,150.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 7, 1910, at 9 A. M., by Thompson & Hoffman Cigar Co., Boston, Mass.

(*Continued on page 38.*)

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Situations Wanted.

SITUATION WANTED as superintendent of cigar factory. Twenty years' experience. All branches. Good references. Address Qualified, Box 18, care of The Tobacco World. 1-1-r.

CIGAR FOREMAN is open for position. Thoroughly experienced and best of references. Address Box 23, care The Tobacco World.

WANTED—Position as foreman or superintendent of cigar factory; 34 years' experience in manufacturing. Address 150 N. 8th St., Reading, Pa.

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill. 6-17-he

A MANUFACTURER of a reliable 2 for 5-cent short filler cigar is open to correspondence with reliable jobbers. Address Box 5, care of The Tobacco World. 2-15-c.

I BUY jobs in cigars. Any quantity. Pay cash. Sell on commission also. Martin A. Fiegenblatt, cigar broker, 144 W. 117th Street, New York City. 4-15-c

WANTED to buy some cigarmakers' tables and chairs. Address with full particulars, Hilbronner & Jacobs, 327 N. 8th St., Philadelphia. 4-15-c

Salesmen Wanted.

WANTED—A Southern representative to sell our $22.00 cigar; long filler, banded. Will allow 10% commission to right party. J. W. Gohn Cigar Company, York, Pa. 5-15-c.

WANTED.—Cigar salesman on a commission or salary basis; must have reference. Apply Box 26, care of The Tobacco World, 102 South Twelfth street, Philadelphia. 5-1-c.

WANTED—First-class, experienced tobacco salesmen to represent an old-established factory, on liberal commission basis. Up-to-date brands and packages. Good territory open. Address Tobacco Manufacturer, P. O. Box No. 812, Detroit, Mich.

Bankrupt Public Sale.

Pursuant to an order issued out of the District Court of the United States for the Middle District of Pennsylvania, the undersigned Trustee in Bankruptcy of the estate of Winget Manufacturing Company, Bankrupt, will expose to public sale upon the premises in the rear of 156 North George street, in the City of York, Pa., beginning at 10 o'clock A. M., on Saturday, the 21st day of May, 1910, the following cigar manufacturers' supplies and machinery:

Over 6,000 M. D. & P. cigar molds, all in good condition, in all sizes and shapes; about 20 foot, hand and power cigar bunch machines of various makes; several hand and power Scrap Cutters; 3 M. D. & P. Suction Tables; one 30-inch Steel Suction Fan, Sturtevan make; 1 Double Disk Sanding Machine, 30-inch face; 1 Bowman Stripping Machine; 2 Williams Stripping Machines; 1 Power Crosscut and Rip Saw; 3 Machines for Reseaming old Molds, together with 200 Reamers; 10 Winget Hand-workers, 6 Winget Team-workers, all of which can be used by inexperienced hands to make handwork; Patterns for Machinery and parts of machines unfinished; Partitions, electric wiring, desks, shafting, pulleys, belting, stoves, small tools of various descriptions, and other articles too numerous to mention.

The above being the entire plant of said bankrupt concern.

Terms: Cash.

5-15-c. SAMUEL L. ETTER, Trustee.

For Sale or Rent.

FOR SALE OR RENT AT ATLANTA, GA.—We offer for sale a large brick structure; 4 floors 50 x 100 feet, 2 floors 55 x 122 feet and one floor 30 x 30 feet; also frame outer buildings having 10,000 square feet and occupying an acre or more of ground, the whole plant being well adapted to the manufacture of tobacco, cigars or cigarettes. Wired throughout for electricity and steam-piped throughout for heat. This location is near the city of Atlanta and ten minutes' ride on the street car. This splendid plant will be sold for $33,000 on easy terms, or will be leased for $3,000 per annum. Apply Tobacco World Corporation, 102 S. 12th St., Philadelphia.

For Sale.

FOR SALE—Two Cigar Box Trimming Machines, one Grammes Double Trimmer and one Ostrum Single Trimmer. Address Box 27, care The Tobacco World. 5-1-c.

FOR SALE—A packing of 70 cases 1908 Penna. broad leaf Bs; very fine quality. Price 16 cents actual weight to close out quickly. Address "Penna.," care The Tobacco World, 102 S. 12th St., Philadelphia.

(Registrations continued from page 37.)

PITTSBURGH ASSOCIATION SMOKERS:—20,152.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 7, 1910, at 9 A. M., by Wabash Cigar Co., Pittsburgh, Pa.

ASSOCIATION SMOKERS:—20,153.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 7, 1910, at 9 A. M., by Wabash Cigar Co., Pittsburgh, Pa.

Fernandez-Ernst Co. Removal.

The Fernandez-Ernst Cigar Company, of South Norwalk, Conn., have removed their main offices from New York City to factory headquarters after a two years' stay in Gotham. It is announced that all the families who moved away from South Norwalk when the business was taken to New York are again to go back to Norwalk, and this is likely to produce a noticeable increase in the activity of the good old town, and Norwalk is to be congratulated upon securng the return of this popular house.

The recent receipt of sixty-nine bales of Havana tobacco through the local customs house at Dayton, O., and constituting a special shipment from Cuba, and which was received by C. W. Alday & Co., is an indication of a wholesome business for this firm. Not long ago this same house had received a considerable quantity of Havana tobacco, but it has already been pretty well consumed in the manufacture of their high grade product.

KILLEBREW & MYRICK'S
"TOBACCO LEAF"
The Leading Authority in Book Form
All about Tobacco From the Plant to the Finished Product
500 pages, cloth bound—$2.00 by mail, prepaid
The Tobacco World Corporation
Selling Agents
102 S. 12th Street - - Philadelphia

WANTED: Cuttings, Scraps, Siftings FOR SALE: Cigar Scraps, Clean and Sound Write for Prices
The North American Tobacco Co., 236-248 BANK STREET NEWARK, NEW JERSEY

FACTORY 1839, FIRST DISTRICT, PENNA.

W. K. GRESH & SONS, Makers, Norristown, Pa.

VIRGINIA PERIQUE MIXTURE
FOR SALE BY ALL DEALERS
The American Tobacco Company New York

W. H. RAAB & SONS.
LA CUBANA CIGAR FACTORY No 463 ESTABLISHED 1871
MANUFACTURERS OF High Grade Cigars.
CAPACITY 75,000 PER DAY.
DALLASTOWN, PA.

Don't be Disappointed
In Your CIGAR BOX LABELS
¶ The bidding system on a product like printing, which is yet to be made and which you cannot see when comparing "guesstimates" is not the best policy.
¶ The best results, the greatest economy and the highest satisfaction are achieved by dealing with a reliable firm, well known for its fair prices, and square dealing, stylish work, prompt service, full count and courteous treatment.
¶ Our 30 years of experience catering to the CIGAR BOX TRADE insures this
SHEIP & VANDEGRIFT, Inc.
818 N. Lawrence St. Philadelphia

T. J. DUNN & CO.
Makers of
The Bachelor Cigar
401-405 E. 91st Street, New York

GLOBE CIGAR CO.
Manufacturers of Fine Cigars
EPHRATA, PA.
Prices and Quality will speak for themselves. We supply each Jobber with Private Brand. Samples submitted to responsible buyers.

Special Designs Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Factory No. 1645 Capacity, 50,000,000 a Year
Highest Award and Gold Medal for Excellence and Quality of Stogies, at World's Fair St. Louis, 1904
We Make the CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE and BIG STOGIES — First Quality, Long Filler, Hand Made
JOHN SLATER & CO.
MANUFACTURERS OF
HAND-MADE, LONG FILLER ..... AND MOLD STOGIES
OUR OTHER BRANDS New Arrivals, Brownies, Gold Nuggets, Jersey Charter Blended Smoke, Boss, Castella, American Puffs, Lancaster Belle, Every Day Smoke Little Havana, Little Dutch, Blue Points, Good Points, Etc.
LANCASTER, PENNA.

R. BAUTISTA y CA. Leaf Tobacco Warehouse **HABANA, CUBA**

Cable—Rotista NEPTUNO 170-174 Special Partner—Gumersindo Garcia Cuervo

---

SYLVESTER & STERN

Successors to LEWIS SYLVESTER & SON

GROWERS PACKERS AND IMPORTERS OF **Havana Tobacco**

HAVANA, CUBA, Monte 56
NEW YORK, 165 Front Street

PLANTATIONS AND ESCOJIDAS:
In VUELTA ABAJO at PUERTA de GOLPE
In PARTIDOS at SANTIAGO de las VEGAS
In REMEDIOS at SANTA CLARA
In REMEDIOS at QUINTA CAMAJUANI
In REMEDIOS at SANCTI SPIRITUS

FACTORY VEGAS A SPECIALTY

LUIS MUNIZ MANUEL MUNIZ - HILARIO MUNIZ
VENANCIO DIAZ. Special Partner

Muniz Hermanos y Cia
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO AND REMEDIOS TOBACCO
Reina 20, Havana

CABLE: "Angel" Havana P. O. Box

SUAREZ HERMANOS
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39-41, Cable "CUETARA" Havana, Cuba

BRUNO DIAZ **B. DIAZ & CO.** R. RODRIGUEZ
Growers and Packers of
Vuelta Abajo and Partido Tobacco
Prado 125, HABANA, CUBA
Cable "ZAIDCO"

CARDENAS y CIA Cable Address, "Nasdecar"
Almacen de Tabaco en Rama
SPECIALTY—VUELTA ABAJO AND ARTEMISA
126 AMISTAD ST. HABANA, CUBA

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PEREZ & OBESO
S. en C.
(Sobrinos de G. Palacios)
LEAF TOBACCO
Vuelta Abajo Factory Vegas a Specialty
Proprietors of famous Lowland Vuelta Abajo Vegas
Prado 121, Entrance Dragones St.
HABANA, CUBA
Cable "SODECIO"

Cable Address: CALDA
A. M. CALZADA & CO.
PACKERS AND DEALERS IN
REMEDIOS, PARTIDOS, VUELTA ABAJO AND SEMI VUELTAS
HAVANA, CUBA
156 Monte St., and 42 Tenerife St.
P. O. Box 595

I. KAFFENBURGH & SONS
Quality Havana
NEPTUNO 6, HAVANA, CUBA
88 BROAD STREET, BOSTON, MASS.

JOSE F. ROCHA Cable: "DONALLES"
Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo
Partido y Vuelta Arriba
SAN MIGUEL 100 HABANA, CUBA

HEINRICH NEUBERGER
Leaf Tobacco Merchant
HAVANA, CUBA—Calzada del Monte No. 15
NEW YORK, No. 145 Water Street BREMEN, GERMANY

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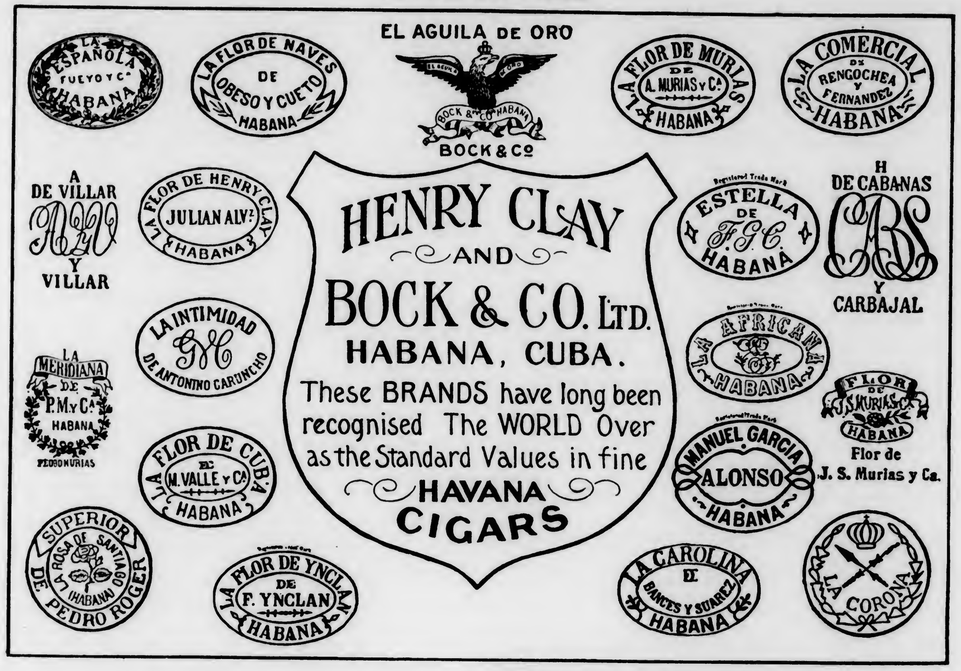

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Every one of these new subscribers is either a big retailer, jobber, or manufacturer—every one a possible customer for some live house in the tobacco trade.

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THE TOBACCO WORLD will bring you before them, help your salesmen reach them and supply that electric spark which starts business a humming.

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Advertising Department

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The Tobacco Industry of the Philippine Islands.—By John S. Hord

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ESTABLISHED 1881

Vol. XXX No. 11

PUBLICATION OFFICE: 102 South 12th St., Philadelphia

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Hygrade Wine Co., 21 branches "	Salvador Rodriguez "
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R. L. Rose & Co., Providence, R. I.	Smokers Paradise Co., Atlantic C., N. J.
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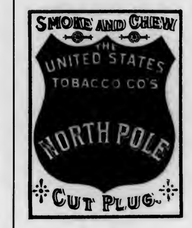

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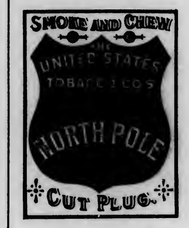

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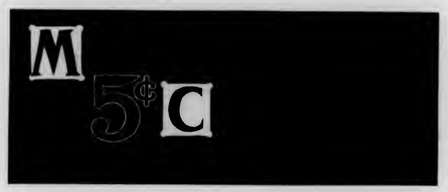

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"THE WORLD" SELLS ITS ADVERTISING SPACE—NOT ITS OPINIONS

The Tobacco World

Vol. XXX. PHILADELPHIA AND NEW YORK, JUNE 1, 1910. No. 11.

French Monopoly Raises Cigar and Tobacco Prices.

THE new price lists on cigars, tobaccos and cigarettes, just issued by the French Government, which has a monopoly in France, shows that the figures are from 10 to 25 per cent. higher than they have ever been before. Advocates of Government ownership of the manufacture and sale of public necessities will find little comfort in the example set by the French Government.

For instance, the "scaferlati supérieur", in packets containing 50 grammes, or one and three-fifths ounces, which is the ordinary smoking tobacco of the people, is to be sold in future at one franc the packet, instead of 80 centimes. This is exactly $2 a pound. Twenty centime (4-cent) cigars are raised to 25 centimes (5 cents); 50-centime (10-cent) cigars to 60 centimes (12 cents). Russian cigarettes that have sold at 1 franc 50 centimes (30 cents) the box will hereafter cost 2 francs 25 centimes, or 45 cents. And so on through the line, with some trifling exceptions.

The cause for this advance in the price is attributed to the deficit in the French national finance, and as the income from the tax levied on tobacco forms one of the most important sources of revenue, naturally it is this commodity which is expected to bear the additional burden of increasing the income.

In further connection with the advance in the prices of tobacco, it is interesting to note that the French custom authorities have instigated most rigorous examination for tobacco, cigars, cigarettes, etc., brought into France, and whereas travelers were formerly allowed to enter the country with as high as 30 cigars, or 75 to 100 cigarettes, so long as they were declared for personal consumption, the system now in vogue permits only 10 cigars, 20 cigarettes and 1 1-3 ounce tobacco for male passengers only. Women and children are positively prohibited from bringing in any tobacco at all and heavy fines are inflicted for any attempt or supposed attempt at smuggling.

The writer recalls vividly his own unpleasant experience at the French border two years since, when a few hundred Turkish cigarettes were seized and a fine of 600 francs levied, even after the declaration had been made.

A recent report from Paris states that the Frenchmen are very bitter against the Chancellor of the Exchequer for this added tax on tobacco and cigars, and that they are now forming a "National Smoker's Defense League," which will aim directly at the consumption of higher grades of tobacco and agitate for a reduction in the prices. Members of the league have pledged themselves to smoke only the cheapest caporal cigarettes, which were not affected by the recent advance in cost, and the outcome will be watched with interest.

Joseph Robinson, manager of the cigar department of Thomas Martindale & Co., Market and Tenth streets, Philadelphia, made a fortunate move when he secured for his firm the sole right to distribute the "Lord Montan" cigar, heretofore sold by E. G. Steane & Co., who recently retired from business. The cigar is an ambassador shape and sells for five cents. The Steane Company sold thousands of them every month and built up a steady demand for them. Martindale's being situated close by, has naturally gathered in much of the trade on this cigar. The Martindale store also handles extensively all the Regensburg goods and Cuesta, Rey & Co.'s full line.

To Curtail Production of Manila Cigars.

Factories Agree to Shut Down for Two Months to Effect Reajustment of Stocks.

LATE advices received from Manila in San Francisco and New York City, state that it has been virtually agreed by the members of the Manila Tobacco Association to shut down all the leading cigar manufactories for a period of two months.

The object of this extraordinary move is to curtail the production and prevent a glut of Manila goods in the United States markets, as well as to bring about a readjustment of all the stocks now on hand. Although there is a vast amount of manufactured cigars in Manila to-day ready for shipment, it is doubtful if the supply on hand will meet the consumption in the United States markets during the period of idleness. The result will be that the goods in stock in the United States will be cleaned out pretty well by the time shipments are resumed from the Philippines.

When the new goods begin to go out, it is hoped by the exporters to confine them strictly to the percentage basis fixed by the Manila Tobacco Association, viz.: 15% low grade, 50% medium and 35% high grade. Curtailment of the cheaper grades, it is hoped, will raise the standard of the goods imported and thereby give the Manila products a better standing in the trade.

Max Steppacher Dies Suddenly.

Traveling Through Europe, He was Visiting St. Peter's at Rome

A CABLE from Rome, Italy, on May 29 announces the sudden death of Max Steppacher, owner of a cigar factory at Reading, Pa. He was visiting St. Peter's at Rome, and when the body was found it was taken to a hospital, where it was identified by papers found in the pockets of his clothes.

M. Steppacher had for twelve years been engaged in the cigar manufacturing business in Reading. Before removing to Reading he was a member of the firm of Koshland & Steppacher, in Philadelphia.

He had been much grieved since the death of a daughter several years since, Mrs. Adler, and was accompanied on his present trip by his grand-daughter. He was about 60 years of age.

When he left his home in Reading his business was taken charge of by his son, Walter Steppacher, who has been associated with his father several years.

Test Case on Tobacco Insurance.

AN interesting test case has just been decided by Judge Burpee, of the Superior Court of Connecticut, in the suit brought by Mrs. Mary E. Cummings against the Caledonia Insurance Company of Scotland. The court ruled that Mrs. Cummings cannot collect any insurance on the tobacco crop which she raised in 1906, and which was subsequently destroyed by the burning of the building in which her leaf tobacco was stored. During the life of her policy Mrs. Cummings mortgaged the insured tobacco without the consent of the company. She alleged that the company's agent represented to her that the restriction was merely red tape, and in her complaint asked to have the policy reformed so as to have the restrictive clause stricken out, and she also sought $1,200 damages. The Caledonia's demurrer was sustained.

THE TOBACCO INDUSTRY OF THE PHILIPPINE ISLANDS

By JOHN S. HORD

Former Collector of Internal Revenue for the Philippine Islands

The following article by John S. Hord, former Internal Revenue Collector for the Philippine Islands, but now managing director in Manila for the Oriental Products Company, is a comprehensive but brief review of the cigar and tobacco industry of that country:

JOHN S. HORD

LEAF tobacco is grown in several of the provinces of the Philippine Islands, the more important of which are Cagayan, Isabela, La Union, Cebu, Pangasinan, and Iloilo, in the order of their importance. Outside of a limited quantity of good tobacco grown in the Province of La Union, no really first-class leaf has so far been produced in any part of the islands outside of the valley of the Cagayan River, which includes the Provinces of Cagayan and Isabela. The tobacco land in this valley includes an area approximately eighty miles long by thirty miles wide, commencing at Echague in Isabela Province, and thence north as the river runs to the town of Alcala in Cagayan Province. But the cultivated land of importance—that is, that land which is subject to fertilization from the silt deposited by the annual overflow—extends back from the river on either side to a distance of from one-half of a mile to three miles. Along the course of two or three of the tributaries to the Cagayan River are also to be found good tobacco lands.

The sole means for transporting the leaf tobacco to the port of Aparri at the mouth of the river is by cascoes—flat-bottomed scows—drawing from one to three feet of water. In the dry season these boats get through with great difficulty on account of the numerous sand bars. In the wet season, steam launches of from three to four feet draft ply between Illagan and Aparri; the only launches on the river able to tow loaded cascoes, are owned by the Compañia General de Tabacos de Filipinas, which company also owns its own cascoes. The remaining planters in order to get their crops through have to rely principally on poling their cascoes, although currents and sails assist. The cost of transportation is a big item, which, including the steamship charges to Manila and cartage from the fields to the river banks, often adds 50 per cent. to the value of the tobacco laid down in the field. Added to this is the uncertainty of the river, due to the continuous shifting and forming of said bars, and the rise and fall of the river.

On a hectare of tobacco land there may be planted, according to the nature of the soil, from 10,000 to 16,000 plants; each plant is allowed to bear from fifteen to twenty leaves, usually the latter, making the possible yield per hectare from 150,000 to 320,000 leaves. Eighteen hundred pounds of tobacco leaf to the hectare is considered a very good crop.

There are about 21,000 agriculturists growing tobacco in the Cagayan valley, about 95 per cent. of this number being independent growers, that is to say, persons owning small parcels of land or working on shares with other small land owners. The remaining 5 per cent. of the tobacco growers constitute the workmen on the larger plantations.

Four Classes of Tobacco.

It is the custom in the Cagayan valley to grade tobacco into four classes. First class tobacco means an almost perfect well-flavored leaf; it must be wide and light in color and not less than two hand spans in length, of a fine texture and veins, and not broken or punctured in any manner. Second class tobacco is that of which the leaves are somewhat smaller than the first, or large leaves which have been punctured, or have some other slight defect. The third and fourth classes are composed of yet smaller leaves and are classified on somewhat the same principle. It is only the tobacco of the first or second class that commands a fair price, and during the few months that have elapsed since the passage of the late tariff in Washington, the price of this leaf has increased about 70 per cent.

Something over two years ago I spent several weeks in the Cagayan valley, visiting all of the larger haciendas and many of the smaller ones through the entire stretch of the tobacco lands. I found that the statements which I had read in late years to the effect that the tobacco crop of the Cagayan valley had greatly deteriorated due to the negligence and ignorance of the tobacco growers, were only too true. Upon my return to Manila I recommended to the Philippines Commission the giving of bounties, three in each tobacco Province, to those who would best care for the planting, the cultivation and the curing of their crops. My recommendations were favorably considered and Act No. 1767 of the Philippines Commission, as amended by Act No. 1917 of the Philippines Assembly, carries a continuing appropriation from which these prizes or bounties are paid annually. But the experience of the last two years has demonstrated that, although these measures have assisted, the larger part of the evil remains to be cured by further radical action.

Many men in and out of Government service have taken a keen interest in the improvement of the tobacco leaf of these Islands and have endeavored by advice and encouragement to get the ignorant planters to see wherein their best interests lie. One of these, Mr. George P. Banner, Provincial Treasurer at Tuguegarao, says in a late report:—"We have become cognizant of their illiteracy, their poverty and their almost complete ignorance of modern agricultural methods; we have observed their simple methods of living, their few necessities, and their consequent indifference to a betterment of their financial condition. We have gained a great deal of valuable information, experience and insight into conditions; and have been instrumental in bringing about legislation which should prove of great advantage and benefit to the Philippines tobacco interest. We have shouldered the responsibility of placing on the market a standard product greatly increased in quantity. We have attempted to regulate the curing of tobacco by requiring the planter to smoothe his crop and pack it in the prescribed manner before selling it; and we have attempted to prohibit buyers from purchasing the tobacco unless smoothed and packed in this prescribed manner. In this attempt we have been only partly successful. The planter now harvests his crop in his own way; cures it in the sun; in unsuited buildings or under his dwelling house; sells it to probably the first buyer who comes along. He later smoothes the tobacco in order to comply with the Internal Revenue regulations, but he does not exercise due care and diligence in this work. More times than not he wets the leaves with water and slightly presses out the wrinkles. His only object is to finish quickly. He has sold his tobacco at a sacrifice and he considers this extra work as thrown away, because he does not receive any compensation worthy of mention for the labor involved."

How to Improve Conditions.

Mr. Banner also makes valuable recommendations for the improvement of this undesirable condition. He suggests that the tobacco regions could be divided into districts with an expert who would also be a practical tobacco man in charge of each district and that text-books dealing with tobacco should be introduced in the schools.

There has been great divergence of opinion as to whether or not the Philippines Government should resort to methods similar to those of the Spanish Government thirty years ago, when labor in the Cagayan valley was enforced, when bad tobacco was burned on the fields, and when good tobacco in the Manila markets was the rule and not the exception as it is now. All agree, however, that something should be done, and no doubt something soon will be done.

Views of Two Prominent Cigar and Cigarette Factories in the Philippines

The Germinal Cigar and Cigarette Factory

Filipino Experts Assorting Tobacco on Straw Mats

One of the Alhambra Cigar Factories

One Third Section of Germinal Factory, where 250,000 Cigarettes are made daily

Something over a year ago, while in Washington, I was requested by the Secretary of War to return to the Philippine Islands and obtain certain sugar and tobacco data for the use of Congress at its coming session. In accordance with cables which I sent from Washington, this work was begun before my arrival here. It took five months of very assidious labor on the part of provincial treasurers and other officials, and internal revenue agents, and involved an inspection of each tract of tobacco land in the Cagayan valley, and the compilation of maps showing the various tracts, their production, and all other data relating to manufacture, imports, exports, etc. I shall quote a few of the total figures for the Islands for the year 1908:

There were actually planted in tobacco 61,605 acres; the municipal councils further reported 110,727 acres as adapted to tobacco culture, but not actually planted, which together with that actually planted makes a grand total of 172,332 acres.

The actual production of tobacco leaf was 38,725,441 pounds, which would have been increased to 108,328,832 pounds had all of the land adapted to tobacco culture been actually planted.

The official statistics show that there were 23,264,901 pounds of leaf tobacco exported, 115,768,000 cigars exported, of an average weight of twelve and one-fifth pounds, per thou-

sand of a total weight of 1,412,369 pounds, and about 325,000 pounds of tobacco in other forms, mostly cigarettes and smoking and chewing, making a total of over 25,000,000 pounds of Philippine tobacco exported in all forms.

Only about 35 per cent. of the Philippine leaf was retained in the Islands for local manufacture and consumption. This was used to make some 83,000,000 cigars and nearly 4,000,000,000 cigarettes.

THE WRAPPER PROBLEM.

The immediate problem to be solved by the tobacco industry of the Philippine Islands, or by the Government for it, is how to increase the present production of good wrapper for cigars. There is a widespread, but nevertheless erroneous impression that in order to supply the 150,000,000 cigars allowed free entry into the United States, extensive tracts of tobacco land, now lying fallow, will have to be put in cultivation. The fact is that a slight increase, not over eight to ten per cent., in the present production of tobacco leaf, will supply all of the raw material needed in the manufacture of these 150,000,000 cigars.

Therefore, an increase of 3,000,000 pounds for the cigars and 1,000,000 pounds of leaf which the Payne Bill allows free entry into the United States, is all that the Philippine tobacco lands will need to produce in addition to what they have produced in the past. But inasmuch as Austria has just decided to no longer use in her Government monopoly the 4,000,000 pounds or so of Philippine tobacco, which she has used in the past, it is quite clear that there is no call whatever at present to increase tobacco leaf production in these Islands until additional markets are provided.

The wrapper on the 150,000,000 Philippine cigars to be sent to the United States will represent about 10 per cent. of their total weight, and an improvement in the quality of this wrapper is urgently needed. The American smoking public suspects cigars blended with tobacco from different localities. The Cuban cigar has maintained its position in the American market largely because it is all Cuban, the use of Sumatra, or Connecticut, or Florida, or any other kind of wrapper, except Cuban, being unknown in that Island. The use of foreign wrappers on Philippine cigars will detract from their value in the American market.

Only about 300,000 pounds of good wrapper are required for the 150,000,000 cigars, and the leaf of suitable quality is even now being grown, but is largely being spoiled through carelessness, indolence, and ignorance in the curing and packing of it after it has been taken from the field. The "Manila Tobacco Association", organized about a month ago in Manila, has taken this matter up seriously and the Insular Government has been requested to assist in this vital work. If a few warehouses were located at different points in the Cagayan valley, where the green tobacco leaf of the proper size and texture could be brought and held until properly fermented and pressed, and if these warehouses were under Government supervision, so that such wrapper leaf could not be withdrawn in an imperfect or immature condition for sale in the Manila market to the local cigar manufacturers, it would mean that a long step would be taken toward restoring the former fair fame of the Manila cigar.

Shooting Tampa Cigars from a Cannon.

Colonel Thos. M. Wier, harbor master of Tampa, prominent in the Board of Trade in that city and an all-round booster for his section, made lots of friends in New York when he came on with Governor Gilchrist and party to launch the "Florida." Mr. Wier brought with him a gilded cigar cannon, which attracted much notice in the Savoy Hotel. When the lanyard of this dandy dreadnought was pulled, the resulting explosion scattered hundreds of the finest cigars that could be produced from Mr. Wier's extensive tobacco plantation.

New Committees are Appointed.

President Cullman Selects Men to Control Destiny of National Cigar Leaf Tobacco Association.

JOSEPH F. CULLMAN, JR., president of the National Cigar Leaf Tobacco Association, this week announced the appointment of the following standing committees. As yet, President Cullman has not named the educational committee which will have charge of the campaign of information and publicity authorized by the Hartford convention.

Credential Committee—C. Emory Long, Lancaster, Pa.; Robert Granat, York, Pa.; W. J. Sneeringer, Baltimore, Md.

Legislative Committee—A. B. Hess, Lancaster, Pa.; Alfred A. Olds, Hartford, Conn.; J. H. Duys, New York City; J. Vetterlein, Philadelphia, Pa.; A. W. Gieske, Baltimore, Md.

Insurance—F. M. Dolbeer, Chairman.

Transportation—S. M. Newburgh.

Trade Representatives—Fred W. Miller, Cincinnati, O.; F. B. Griffin, North Bloomfield, Conn.; Wm. Boucher, Baltimore, Md.

Finance Committee—J. S. Batroff, Philadelphia, Pa.; Chris. Nolt, Lancaster, Pa.; A. H. Reeder, Dayton, Ohio.

Conference Committee—Henry Kraus, Baltimore, Md.; E. A. Kraussman, New York City; George W. Bremer, Philadelphia, Pa.

Arbitration Committee—G. W. Spitzner, New York City; Joseph Mendelsohn, New York City; L. Schmidt, New York City; E. A. Calves, Philadelphia, Pa.; B. L. Haas, Hartford, Conn.; Paul O. Semon, Cleveland, Ohio; M. Rosenthal, Lancaster, Pa.; C. Rockel, St. Louis, Mo.

Java Wrappers Being Pushed to the Front.

RECENT price lists from Amsterdam, Holland, indicate a scarcity and high prices of certain wrappers, the result being that Java wrappers are being specially pushed on account, as one firm states it, of "the beautiful, well set clear colors, superior quality and perfect burn" of the Java wrappers. It is said also that 1½ to 2 lbs. of Java wrappers will wrap 1,000 cigars.

Java wrappers were quoted in Amsterdam recently at $3.25 to $3.60 per pound, and Sumatra wrappers, first lengths, $3 to $4.25 per pound, second lengths, $3 to $3.75 per pound.

The duty on Sumatra and Java wrappers imported into the United States is $1.85 per pound.

Herbert Nelson, a salesman for the well-known Porto Rican cigar house of Infanson & Rodriguez, 61 Beekman street, New York, has recently come to Philadelphia, where he will make his home. Mr. Nelson will look after Philadelphia and the adjacent territory.

Insurance Petition is Turned Down.

F. M. DOLBEER, chairman of the Insurance Committee of the National Cigar Leaf Tobacco Association, has just received a reply to the petition signed by three hundred and nine leaf tobacco dealers of the United States asking for better insurance rates. The petition, as presented to the Fire Insurance Exchange of New York, requests the abolition of the additional 10% exacted on account of the San Francisco fire, and has been denied. However, the request that the specific warehouse rate to be reduced is still under consideration by the Warehouse Committee. Should this committee act unfavorably, it is Mr. Dolbeer's intention to secure an attorney to represent the Association before the Insurance Commission in an effort to force favorable action.

SHOULD THE PURE FOOD COMMISSION CONTROL CIGARS?

BY FRANK M. BOSWORTH.

IN view of the radical changes and vast improvements which have been brought about by national legislation, and the work of the National Pure Food Commission, the agitation of a number of prominent manufacturers, especially by E. Regensburg & Sons, to place the manufacture and sale of cigars under the supervision of the National Pure Food Commission, opens a field of wide thought, and one which could be studied with profit to the industry at large. Cigars, perhaps, more than any other class of merchandise, are sold on honor, and owing to this condition many unscrupulous dealers take advantage of their customers.

Havana grown tobacco is the undoubted standard of value in the industry, and as there is no law to-day against misrepresentation, many varieties of tobacco which were never within hundreds of miles of the Island of Cuba, are sold to smokers as Havana products. Porto Rico tobacco, straight or blended with domestic tobaccos—while of excellent worth in its class—and many domestic tobaccos, are sold as *Havana*. Tobacco grown from the seed and cultivated in the United States, commonly known as "Seed Havana", is frequently offered without the prefix "Seed", and who is there to deny?

It can be readily seen by these examples that a dealer, desirous of so doing, can easily deceive a smoker and prevent him from knowing where the tobacco in the cigars he smokes comes from. Few men are reliably posted on tobacco or cigars, and unprincipled dealers have many opportunities to switch a customer from a proved brand of worth to one in which there is a larger profit for him. Naturally, the best brands suffer at the hands of the unscrupulous, for obvious reasons. The leading brands of Havana cigars are in all cases made from the best Cuban tobacco obtainable, and as the crops vary materially from year to year, the finished goods have to follow the crops and flavor, while always made of the very best Cuban tobacco. This is the opening which the little dealer is constantly looking for, and if a smoker complains of a leading brand, for which complaint the manufacturer is in nowise responsible, the dealer invariably suggests a trial of cheaper goods, and in many cases gets away with the trick.

RESULT OF AN INFERIOR CROP.

As is well known, the Havana tobacco crops of 1906-7 were much inferior to those of the year previous, and manufacturers who bought only the choicest leaf were compelled to take the best obtainable. While this best was not as good as the year's before, the pre-eminence of the fine cigars remained, but the difference in the finished goods offered the opportunity which many dealers were looking for—to *Substitute*. It is said that E. Regensburg & Sons sold out their entire stock of 1907 leaf at a big loss when they discovered that the 1908 crop was proving of much better quality, so determined were they to keep up the standard of their goods, and yet this fine old house suffered, perhaps, as much as any other concern by the unscrupulous attacks on their cigars for an apparent diminution in quality over which they had no control.

It is a question quite worthy of consideration, if it would not be a wise move on the part of the cigar manufacturers to obtain, if possible, from Congress, legislation which would provide for the labelling of cigars under the supervision of the Pure Food Commission, or an auxilliary body, such labels to state clearly of what character of tobacco each cigar is made, and what proportions are utilized.

Necessarily, such labelling would require a certain amount of change in the law, which, as it stands to-day in so far as cigars are concerned, is exceedingly curios, *i. e.*, it is impossible to secure proof of fraudulent misrepresentation as to the quality of tobacco used in the manufacture of cigars, because the courts have held that the only proof of the kind of tobacco a cigar contains is in the smoking thereof, and that when a dealer claims his goods to be only partially Havana, it is quite possible that if an analysis is called for, a portion of the cigar already smoked would contain a sufficient quantity of Havana tobacco to preclude prosecution. And as ashes are not subject for analysis, such cases of prosecution as have been attempted have always fallen.

SUGGESTION FOR A LABEL.

It would seem that a carefully framed law, providing for a simple label stating whether the goods were of Havana, Seed Havana, Porto Rico, or otherwise, could be enacted and that it would work out with great equity to both our domestic and Cuban manufacturers. Or if it were necessary, a commission could be organized which would take up the matter from the leaf standpoint and compel both the leaf dealer, as well as the manufacturer, to guarantee the quality of his goods.

In discussing this theme recently, one of the Pure Food Commissioners, who has studied this subject, expressed the opinion that if a law could be enacted which would apply directly to the tobacco sources of supply, that a big step forward would be made. Many small manufacturers of cigars, he claims, cannot tell the difference between Havana tobacco and other varieties, and the makers frequently buy tobacco leaf, which they think is Havana, and which in some cases has been verbally represented to them as Havana tobacco, when it is not. An inspection of their invoices would show, however, that they had purchased only so many pounds of tobacco, but no specification that it was Havana. Nevertheless, the manufacturer goes ahead and makes up cigars which he sells as all Havana cigars, and he does this in good faith. The public suffers thereby. It would appear a very simple proposition to compel leaf dealers to invoice tobacco exactly as it was sold, and make them perforce stand back of the invoices as to quality. This would be the first move in putting the matter of misrepresentation squarely up to the manufacturers.

Surely no one will gainsay the inestimable advantages which the country at large has enjoyed owing to the conscientious and intelligent labors of the Pure Food Commission in the stamping out of patent medicines which contained poisonous ingredients, as well as their work in connection with edibles of all sorts. The scope of the Commission's work could be easily enlarged to cover the cigar industry, with all its enormous investments and ramifications.

Golden Wedding of Canada's Oldest Cigar Manufacturer.

Fifty years of wedded life were completed on the 10th ult. by Mr. and Mrs. Z. Davis. Mr. Davis is one of the oldest and most prominent cigar manufacturers in Canada and has resided for forty-five years in Montreal. He is a native of London, England; came to New York in 1858, and afterwards took up his residence in Boston.

"Dry Climate" Havana Cigars.

Ramon Solis, a cigarmaker of Denver, Colo., claims a new blend of Havana and American tobacco which makes bad men good and good men smoke the more. He brings his Havana weed over in solid zinc lined boxes and has branded his goods as "Dry Climate" cigars. He employs 250 hands in Denver.

PROBLEMS of the RETAILER

How the Retailer and Trade Paper Can Co-operate.

READERS of this department, who may have gleaned from the articles published, any inspiration towards better salesmanship, appreciate the help which a well-conducted trade journal can give its patrons. In developing this department it will be the aim of the editor to make it a forum of exchange, wherein the best ideas of the best stores will be published for the guidance of the trade at large.

If you have a good window display, if you have a successful selling method; in fact, if you have any original ideas that have proved helpful to you, write the editor about them and he will be glad to pass the good news along. Do not be afraid that your competitor will steal your thunder. You, yourself, can profit by studying the examples of others in assimilating their best points.

In order to make this department truly helpful to you, as well as to all our other readers, it is necessary for you as an individual to give your co-operation. By sending us photographs of your best window displays, or stock arrangements, your best selling ideas and other matter of trade interest, you will receive in return the ideas and suggestions from other dealers, which you can turn to advantage.

So much for how the trade paper can help you. How can you help your trade paper? If your trade paper is to progress, it must have the continued patronage of its advertisers. Is it asking too much for you to refer to this paper when you have occasion to write to the advertisers found in its columns? This is the only way the advertiser has of tracing his results and you can co-operate with the editor by giving this paper due credit.

Paying for All You Get.

IN this world you generally get what you pay for, at least, in the long run.

Thousands are not willing to pay the price of success with the sterling coin of hard work and patient waiting. They are looking for some lucky chance to mend their fortune.

Why should men expect to make $100 out of $10 by betting on a certain horse?

Why should they expect to sit down at a poker game and get up with a month's salary earned in an hour or two?

Why should they expect a big percentage on money invested in get-rich-quick concerns?

Why do they continually get "let in" by purchasing goods said to be up to the mark at a ridiculously low figure?

The answer is that they are all looking for something for nothing. And the outcome in most cases is that they get nothing for something.

Those who advertise marvelously cheap goods whet the appetite of the public for more, and often the result is that the quality of the goods is reduced.

The man who has not a great stock of ability to sell should not ask too much for it.

The employe who is continually seeking more than he, or she, is worth will never get it—for long. On the other hand, the employer who is continually hunting for help at less than it is worth gets the poorest class of labor—the most unskilled and unreliable.

As a rule, in all the lines of life, we get just about what we pay for, and we pay for all we get.—*Ex.*

The Habit of Keeping Still.

THE cigar store clerk has often been admonished for not keeping still, and yet by careful observation we find it is not always good to keep still.

If things in your opinion don't go right, tell it out good and strong. Few of those who really get ahead keep still. In fact, they just can't do it. With no difficulty at all we could point our finger to a certain proprietor of an active cigar store who instructs his employees to kick, but not without good reason. It shows that you are awake and see things. Besides, it often keeps the head of the concern posted.

We should not forget, however, that kicking is not grumbling. Remember that there is a wide difference. No knocking or tale-bearing. It is the good, strong protest against anything that hurts the business that will be helped if you kick and kick hard. Often we hear a clerk say, "It isn't any of my business to kick," and those clerks are not sizing up properly to the job. It is their business; nobody else's.

Why Men Don't Succeed.

THEY expect to begin at the top instead of slowly climbing there.

They air their grievances to others until they make a nuisance of themselves.

They are not thorough and conscientious about their work.

They keep their eyes on the clock, fearful that they may give their employer a moment or two of overtime.

They are always doleful and down on their luck.

They spend their nights at parties and arrive at the office in the morning weary.

They talk over their employer's business outside of the office.

They criticise everything and everybody.

They are never on time.

They depend on favoritism to advance them instead of good honest endeavor.

They are indifferent and listless and cannot even assume an interest in their occupation.

They feel themselves above their position and do not even condescend to fill it adequately.

They cannot be honest with themselves and expect a greater money compensation than the work would be worth if done by someone else.

They tell you all the wonderful things they can do, but they never get right down to doing anything at all.

They fear that they will do more than their salary calls for.

Another Move to Organize Retailers.

Another effort was recently made to form an association of the retail dealers of Philadelphia. It has been tried several times during the past six months, but, unfortunately, the project is not much further advanced to-day that it was at the beginning of the agitation. In the notices sent out only a selected list of names was used, and only a very small proportion of them responded, so that while it was representative enough so far as it goes, it is numbers that count and that was lacking. It does seem unfortunate that the retail dealers of this city cannot be brought together in a spirit of good-fellowship.

Late Retail Bulletins

Howard Potts, 328 Harrison street, Davenport, Ia., is enlarging his cigar and pool room.

D. L. Floyd has purchased the cigar stand of the late Jas. B. Kennedy, at Claremont, N. H.

C. W. Ford's cigar store, at Madison, Ohio, was destroyed by fire. Loss estimated at $5,000.

F. G. Ernst has purchased the cigar stand of Keller & Stratton, 621 Madison avenue, Toledo, Ohio.

Alexander Bolton & Son are making improvements in their cigar store at Wheeling, W. Va.

The Schwarz Cigar Co. has been incorporated at Denver, Col., with a capital of $1,000. The incorporators are M. J. Schwarz, Celia Schwarz and Jacob Brown.

Skelly & Howard, tobacconists in the Gazette Building, Norwalk, Conn., recently conducted a successful special sale of Manila cigars.

The Interstate Cigar Co. has been incorporated at Denver, Col., with a capital of $10,000. Incorporators: David Supperstein, Jennie Supperstein and J. E. Robinson.

A. Q. Walsh, of New York, has patented a device for a cigar or cigarette holder which is truly ornate in style and curious in conception.

The United Cigar Stores Co. are about to open up several stores in New London, Conn. The first store will be at the corner of Bank and State streets.

W. S. McCoy, a Richmond, Va., dealer, has been having a great run on the "Ruy Lopez" cigars. Last week his stock was so quickly depleted that he was compelled to order a fresh consignment by wire.

A. Novak & Sons have incorporated at Chicago for the purpose of manufacturing and dealing in cigars and tobacco; incorporators, Edward J. Novak, Sidney E. Pollack and Robt. N. Erskine.

The Niles & Moser Cigar Co. has purchased the stand of Fred. Lederman at Eleventh and Walnut streets, Kansas City. It is stated that Mr. Lederman expects to open a chain of cigar stands in that and nearby cities.

A third store has been opened by C. H. Meinhard & Co. at St. Louis. The latest establishment is at 507 Olive street, where a full line of high-class goods is carried. A. B. Henderson is the manager of the new store.

The O. L. Fern Co., Inc., dealers in cigars, etc., at 95 Union street, Boston, Mass., who were recently petitioned into bankruptcy by creditors, have filed a schedule of assets and liabilities in the United States District Court, giving the latter as $20,005.28 and the former as $15,751.23. Of the liabilities $13,625.67 are unsecured and $5,701.87 secured.

Big Enough to Take Advice.

THE head of a mercantile house in New York who is noted for his alertness in adopting new and better systems in his offices, gives credit for his numerous changes to his new employes.

"Whenever I hire a new man," he states, "I send him through our building on a tour of observation. At the end of a week or so, I ask his suggestions for improving any part of our methods which he believes is deficient. As an outsider unused to our ways of work, he is quicker to notice opportunities for improvements in our methods of work than we on the inside who have our noses too close to the grindstone and get no perspective on ourselves.

"Some of our most effective labor-saving systems have been proposed by men who have been with us only a few days. A system that an old employe has accepted as a matter of course may appear wasteful and old-fashioned in the eyes of a newcomer who has been accustomed to another and perhaps more efficient way of doing the same work."

But to apply the same principles to other firms, one must observe the old adage in modernized form—"just catch a manager who is big enough to take advice from those under him."—*Success.*

To Push the Marathon Cigarettes.

BOSTON, MASS., May 31.—M. Metzler and F. O'Keefe, the former a cigar salesman and the latter as head salesman with the American Tobacco Company, have resigned their positions and started the Marathon Sales Co. They will manufacture and sell the "Marathon," a 15-cent cigarette, and "Rediff," a 10-cent package, made in Boston by the Marathon Cigarette Co.

Tampa to Denver on Cigar Prairie Schooner.

TAMPA, May 30.—The Pride Cigar Company has adopted a unique plan to advertise its brands in "a two-year campaign from Tampa to Denver." Frank Russell, one of the company's energetic business getters, left here last week en route to Denver, traveling in a "prairie schooner", ablaze with advertising placards and drawn by two horses. He has already been reported from several Florida towns, traveling towards the Georgia State line, distributing samples of "Pride" cigars and taking orders as he goes. He is taking his time, intending to make every important town on his route to Denver.

Opening for American Cigars in Siam.

The customs report for the fiscal year 1908-9 shows an importation into Siam of $112,422 worth of cigars. Consul-General G. Cornell Tarler, of Bangkok, says that Burma leads with $48,870 of cheroots, followed by Denmark with $9,052, the Philippines with $6,915, and Germany with $5,240 of cigars. The United States is not mentioned at all, and no Key West, Tampa, or other American cigars are procurable in the local markets. These are far preferable to the Danish or German cigars, and Siam offers a lucrative field for them. Cigars pay a duty of 3 per cent. ad valorem.

A new store has been opened at Syracuse, N. Y., by F. B. & F. L. Tiffany, at the corner of East Genesee street and Irving avenue. F. L. Tiffany has had considerable experience in the cigar business, having formerly been associated with his brother in this line. F. B. Tiffany, a capitalist, is interested in the real estate business. Among the brands shown during the opening week were the "Royal Nancy," ten cents, and "Sweet Briar," five cents, manufactured by the Theobald & Oppenheimer Co., Philadelphia.

John Elias Tuckett, tobacco manufacturer of Rockford, Ill., died at his home in that city last month, at the age of fifty-two.

Corner Store Chat

IF you want to see real comedy in New York, go down to the East River and watch the docking any time of one of the Ward liners from Havana.

Fifteen minutes after the baggage is off the ship the cigar procession commences, and you will observe ministers, elderly ladies, prosperous bankers, and in fact almost every passenger on the boat wending his or her way from the end of the pier down to the entrance of the dock, where the appraisers are located and always accompanied by an inspector loaded down with boxes of cigars or cigarettes.

The attitude of the average free American citizen, when brought before a customs official is always ludicrous, and the chaps who wear the blue under Collector Loeb in New York are, I am sorry to relate, rather prone to showing a cheap amount of authority which is not much relished by travellers. The custom regulation of 50 cigars or 300 cigarettes is rigidly enforced, and the appraisers always have a neat little bundle of money to turn in when they get through with the procession. I had to pay myself recently duty on 120 Cuban cigarettes, worth about 30 cents in Havana.

* * *

As I came out of a cigar shop last week, a bright youngster hailed me and said, "Mister, please give me the college out of the package of cigarettes you have." I fished the desired card out for him and he expressed his delight at obtaining a new one for his collection. When I was a kid of about his age, manufacturers packed different kinds of cards in their cigarettes. The principal ones were pictures of variety actresses, usually very stout, and almost invariably photographed in tights; if not this, then the subjects were prize-fighters, or in one or two cases very bad pictures of baseball players.

Times have changed a bit in twenty-five years, and I think much for the better. Our cigarette manufacturers are packing not only the reproductions of college seals to-day, but also reproductions of the leading makes of automobiles, specimens of flowers, and when they utilize photographs of athletes the pictures are first-class likenesses of the various favorites—as, for instance, those in Ramleh packages.

The result is that our youngsters, who inherit the American craze for collecting, are obtaining a knowledge of commercial life and our educational institutions, which is a good thing. Pictures of Verona Jarbeau (queen of burlesque) are gone forever, and in their stead they are acquiring a knowledge of Packard cars and where Tufts College is located.

Incidentally, do you know what town Purdue University is in? If not, ask the first shaver on the corner.

* * *

Bellette Regensburg had a good time at the Actors' Fund Fair, held in New York last week, and incidentlly he now has a souvenir down at his home in Far Rockaway which many might envy.

He landed at the 71st Regiment Armory one night with a pocketful of money, and the way the pretty girls of the profession separated him from it for chances on everything from a Caruso pillow to an automobile was a caution.

One clever little miss went after Mr. Regensburg hard for the auto chances; he told her he had one machine, and she could have a ride in that if she would let him alone. This baffled her temporarily, but she put a pretty girl after him who had the chances on a fine motor boat. Mr. R. succumbed gracefully and handed over another dollar. When he gave his address at 164 Canal street, some one said it was a sure hunch that a man from Canal street would win the boat. He said if he did, he would take them all for a ride.

And that is just the way it happened. If some fine day you should see him on Jamaica Bay with a boatload of pretty girls, you will know he is making good.

* * *

Anent the ever-recurring agitation against smoking in public, I observe that the topic is one that has been discussed for over a half-century. They used to punish people for public smoking in Prussia in railway cars and in other public places. In 1840 it was decreed that a man might smoke in the street, but he had to have his cigar in a kind of wire cage. This was to prevent the sparks from flying about too freely. It took several petitions to induce the Government to allow the smoking of naked cigars in public. Up to 1848, any smoker who passed a sentry or an army officer in uniform without removing his pipe or cigar was liable to be jailed.

Charleston, S. C., which has always boasted of its chivalry towards ladies, once passed an ordinance prohibiting smoking on King street, which was the shopping boulevard of the town. Strangers visiting Charleston in ante-bellum times were quite nonplused when the police would touch them on the arm on King street and request them to throw away their stumps. This was always done neatly, with an explanation from the "cop" that it was merely to save the ladies from unpleasant odors. This was soon found, however, to be an impracticable law, and for years people have smoked as freely in the Charleston streets as in those of any other city.

* * *

My friend, J. Durban Acker, in addition to having one of the best arranged cigar stands in Philadelphia, located in the Acker Quality Shop, at Twelfth and Chestnut streets, makes it a point to keep his clerks always on their tiptoes by showing them the infallible winning quality of being on the alert in business.

I dropped in the day following the announcement that Halley's comet was to appear (which failed to make good), and Mr. Acker had displayed conspicuously on his counter an artistically lettered show card with a picture of the elusive terrestrial body thereon, and underneath this sign:

"The Comet did not strike you.
But our Wissahickons at 5c. each or $5 per hundred will."

The Wissahickons, by the way, are the leading five-cent brand on which the Acker Shops have made such a reputation in Philadelphia.

I consider that show-card an up-to-the-minute indication of why J. D. Acker has proven himself a big success in the retail cigar business.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

A communication well worth the reading appears in this issue on the proposition to include cigars among the products proper to be scrutinized by the United States Pure Food Commission.

Tobacco and the Pure Food Commission.

Tobacco is not a food, *per se*, but as a trailer to a good dinner, the cigar and cigarette are in the saddle to stay. If the cigar is of cork, or if it is of tobacco laden with creosote or dopes of any kind, the after dinner smoke is a failure, the palate is baffled of a pleasant sensation and life is hardly worth the living.

Therefore, in view of the fact that the cigar and cigarette are adjuncts to a good meal, that they taste the better after pure food has been eaten and that a good dinner is spoiled unless the cigar or cigarette is as pure as what preceded it, we discern many reasons why Pure Food's authority to the government should have power to smite the maker of impure cigars, cigarettes or smoking tobacco.

However, read Bosworth's article and tell THE WORLD what is thought of the scheme.

Some weeks ago THE WORLD dwelt with emphasis on the importance of a great tobacco exposition; one of the educational type and which would stimulate the trade as well. We are pleased to note that the Virginia and North Carolina newspapers are keeping this subject warm. The time is ripe for such an exhibit, for the progress in tobacco and cigar making has been wonderful. Why not tell the world to come and see what we are doing in tobacco? We need not go further than the United States to get an audience. A great exhibition of tobacco in all its forms at Richmond or Winston-Salem, coupled with low rates of fare, would attract millions of people and richly repay its promoters.

A Show that Would Appeal.

An attempt to resurrect the anti-tobacco coupon bill, which passed the Senate last year as a part of the tariff bill and which was thrown out in conference, is being made by Senator Beveridge, of Indiana. The senator was quite enthused on this subject last year and desires to prevent the use of coupons entitling holders to gifts and pictures, such coupons being found in packages of tobacco. The senator argues that these gift coupons are meretricious in their effects on trade and that they tend to create false standards, and to delude the unwary into buying certain makes of tobacco to the general detriment of the industry.

Senator Beveridge and Tobacco Coupons.

The Attorney General of the United States endeavored to have the hearing of the Tobacco and Standard Oil cases by the Supreme Court on October 31st. Attorneys for the companies suggested that it would be better to fix the date after the Congressional elections and the court concurred, naming November 14th.

"The Ides of November."

There will be a heap doing when the next Congressmen are voted for. It is a time of agitation and deep portent, and men are wondering where the comet will show its tail. Altogether, the arguments on Tobacco and Standard Oil will be the most momentous that were ever heard in the Supreme Court Chambers. Seemingly they will go to the bottom of the question as to whether wealth can operate in an aggregate way and whether the alliance of industries engaged in one commodity can unite for common ends.

The personality of Governor Hughes, of New York, will be injected into the bench of judges at that time, and it is complimentary to that great lawyer that both sides are confident of fair treatment at his hands.

The article published in our last issue on the "Cigar Merchants' Standing," from the able pen of Albert D. Miller, the Philadelphia tobacconist, has struck a responsive chord among cigar merchants generally. Mr. Miller contended, and rightfully, too, that the personnel of the men behind the counter, as well as the proprietors in cigar stores to-day, can compare in character and ability with the merchants in any other legitimate line.

The Men Behind the Counter

The day has long passed, we believe, when the cigar merchant can be looked down upon. More men of probity and keen business judgment are being attracted every day to the cigar and tobacco business, and as the number of this class increases, the weaklings and the unscrupulous are being eliminated. It is a truism that all men will eventually find their level, and this applies to the tobacco trade as well as to any other branch of business.

In these keen days of competition, when business is a duel of wits as well as prices, the cigar merchant to succeed must be a man of no ordinary ability. Mr. Miller's article emphasizes all these points emphatically, and, coming as they do from a dealer, are particularly appropriate.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

President Cohn's Appointments.

PRESIDENT LEONARD A. COHN, of the New York Leaf Tobacco Board of Trade, has announced the appointment of the following committees to serve for the ensuing year:

Arbitration—J. F. Cullman, Sr., Chairman; Charles Fox, G. W. Spitzner, Benno Neuberger, Charles Vogt, Jr., Carl Wobbe, Joseph Mendelsohn.

Legislative—Charles Fox, Chairman; J. F. Cullman, Sr., F. Cranz, F. M. Arguimbau, E. A. Kraussman.

Statistics—Sig. Koenig, Chairman; Jerome Waller, Frank Bach.

Conference—F. M. Dolbeer, Chairman; Carl Vogt, Jr., F. Cranz.

By-Laws—Charles Fox, Chairman; F. Cranz, J. F. Cullman, Sr.

Regulations—Carl Wobbe, Chairman; Benno Neuberger, G. W. Spitzner.

Transportation—F. Bach, Chairman; F. M. Dolbeer, Sig. H. Koenig.

House—F. Bach, Chairman; Sig. H. Koenig, Jerome Waller.

At a meeting of the trustees, held on May 24th, the vacancy in the Board caused by the lamented death of James Ertheiler was filled by the election of F. M. Arguimbau as a trustee, and at the same time F. M. Dolbeer was elected vice-president, which position Mr. Ertheiler held at the time of his death.

Mr. Merriam's Trip Through West.

John W. Merriam is again at his desk, at the sign of the Bulldog, having returned to the city on May 13th. Mr. Merriam put in three weeks through Illinois, Ohio, Michigan and Kentucky, with very good results, and found his line of cigars selling well.

Val. G. Smith is now on the Missouri River doing good work.

E. W. Klein is spending a few days in New York before returning to Cleveland and other points in Ohio and Michigan. Mr. Klein makes his headquarters in Cleveland, but likes to see New York once in a while.

Charles Frankenthal, of Wm. Dumuth & Co., started from New York on May 12th on a special trip to the Pacific Coast. He will visit the principal cities and be away about a month. Mr. Frankenthal has full charge of the Foreign Pipe department of this firm, which includes the Peterson, Barling and Loewe brands recently acquired by him for this house, and to which have been added several new European novelties, for all of which they are sole U. S. agents.

Sutter Returns From Amsterdam.

LOUIS P. SUTTER, of Louis P. Sutter & Co., who has been in Amsterdam for the past three months attending all the Inscriptions up to the sixth, arrived in New York on the "Ryndam" May 24th, and two days later left for Chicago. Mr. Sutter makes his headquarters in Chicago, but spends a greater part of his time at his stock farm in Delaware Lake, Wisconsin, where he will now go and enjoy a well-earned rest.

Milton V. Sutter, in speaking for his house, said the Sumatra situation at the present time is simply one of supply and demand, the demand being the greater. While there is plenty of good goods to be had the light tobacco which most of the buyers want is very scarce and consequently very high priced, and in order to get the light, large assorted quantities must be purchased and afterwards graded. The foreign governments are buying in large quantities in spite of the fact that the cigar industry over there is not in a prosperous condition. It is estimated that in Germany alone there are 80,000 cigarmakers either on part time or out of employment.

Of course, on the whole the Sumatra supply is short and this country will suffer this season to an extent of about 11,000 bales. He stated they had purchased about 1,000 bales and hoped to get considerably more through their Amsterdam brokers during the coming sales. One hundred and eighty-one bales of their recent purchases came over on the "Ryndam". Mr. Sutter leaves New York, June 1st, on a special trip to Philadelphia with the new line of samples.

Death of Harry Hayward.

Harry Hayward, a noted authority on pipes and for many years pipe expert of the United Cigar Stores Co., died in New York on May 18th. Mr. Hayward was an intimate friend of Mark Twain's, and sold to the noted humorist most of his tobacco supplies and calabash pipes. The deceased was born in Colchester, England, on March 21, 1866. He studied the pipe business at the factory bench and soon became an expert. When the United Cigar Stores Co. was formed he joined that corporation and for some years past has been associated with the Flatiron store in New York.

Tom Allen Incorporates Cigar Company.

With headquarters at Newark, N. J., the Tom Allen Cigar Mfg. Co. has been incorporated with a capital of 125,000. The incorporators are Burton L. Hare, Jacob Apt and Fredk. M. Pearse. Under the charter the company is authorized to manufacture cigars, cigarettes and cheroots.

G. W. Spitzner, the well-known seed leaf packer, left New York on May 18th for Wisconsin. He expects to return to the city about June 1st.

The Men Behind the Ruy Lopez Co.

JOHN WARDLOW
President

THOMAS G. THOMPSON
Vice President and Treasurer

BACK of every business which has achieved success is a brain and personality, or organization of brains and personalities which is deserving of study by all keen merchants. In looking for the secret of the rapid development of the Ruy Lopez Ca. in the last five years, one finds a dual combination of brains and personalities.

The men behind the guns in the Ruy Lopez business are two interesting figures—John Wardlow, president, and Thomas G. Thompson, vice-president and treasurer.

There are few men in the cigar business in this country who are better known and more popular than John Wardlow. Born in the Middle West, he first dipped into business as a traveling salesman for a tobacco manufacturing concern. Later he became identified with Sanchez & Haya, for whom he traveled until he joined the Havana Commercial Co., making his headquarters in Cuba's capital. About seven years ago Mr. Wardlow went to New York to join the Ruy Lopez Co. Realizing at once the superior facilities of Key West as a manufacturing centre, he quickly arranged to move the factory to Florida and laid plans for its development. There a modern factory building was erected, which was a model of modern facilities. This factory was destroyed by a hurricane last October, since which time the company has been operating in temporary quarters, pending the re-erection of the building. A new building is now one-third completed and it is expected to be ready for occupancy by September 1st.

It was a most fortunate move when Mr. Wardlow, about four years ago, secured the services of Thomas G. Thompson, who has just recently become vice-president and treasurer of the company. Mr. Thompson is a man of forceful executive ability, an organizer who got results, and a director of salesmanship with few peers. Mr. Thompson at once took charge of the New York office and Mr. Wardlow remained at Key West to direct the factory end. This combination has proved its worth in the wonderful development of the Ruy Lopez business. Mr. Thompson is a business man of wide experience, having for many years been an expert auditor connected with some of the largest audit companies in New York. He was born in Newcastle, England, in 1870, and came to New York about thirty years ago. Upon the death of Mr. Le Roy Barrett last July, an opportunity was offered Mr. Thompson to acquire an interest in the firm, and since his advent as a partner he has taken a deeper interest than ever in the company's affairs. His New York offices are at 88 Fulton street.

Charles Abraham Succeeds H. C. Hayward.

Charles Abraham has been engaged by the United Cigar Stores Co. to succeed the late Harry C. Hayward as the pipe expert of that company. Mr. Abraham is an experienced pipe man, having for many years been associated with Erlich & Kopf, Boston pipe manufacturers.

James C. Glaccum, of William Glaccum & Sons, is expected home on June 1st. Mr. Glaccum, who left New York about a month ago, has been out as far west as Butte, Montana, and, judging from reports at the New York office, the factory will have plenty to do for some time to come.

John H. Goetze, of John H. Goetze & Co., sailed on May 17th for Amsterdam to participate in the June inscriptions, and will have a good line of Sumatra upon his return in July.

New Revenue Collector Appointed.

Dr. Frederick L. Marshall has been appointed Collector of Internal Revenue for the Third District of New York, succeeding Ferdinand Erdman. He is a graduate of the New York College of Dentistry and has served as a member of the Board of Alderman. He will probably assume his duties this week.

The A. P. Parascouly Co., of New York, has been incorporated with a capital of $50,000 to manufacture and deal in cigars, cigarettes, snuff, pipes, etc. The incorporators are Thomas Adam, Thomas J. Bannon and Charles Marks, all of New York City.

James G. Driscoll, of Ruth & Driscoll, the well-known brokers and representatives of R. G. Sullivan 7-20-4 cigars, is to be married on June 8th.

E. & W. Cigar Company in New Factory.

THE E. & W. Cigar Co., having outgrown their present quarters at 224 Livingston street, Brooklyn, will remove to the modern fireproof building at 344-346 East Thirty-second street, New York. Preparations are now under way, an elaborate humidor is being constructed and the first week in June will find them in their new plant.

This enterprising house, which has only been in business sixteen months, has made a phenomenal success with their "John Bell" nickel cigar, introduced four months ago, and upon which they are now beginning a second edition of 20,000 labels. They are also about to place on the market a new 10 to 15 cent Havana brand, to be known as the "Alvarez Silvano". It will have a very attractive label, and be made up for the present in six sizes. Samples are ready and orders now being booked will be filled in about three weeks.

M. F. Schneider, who has been attending the Sumatra Inscriptions, returned from Amsterdam on the "Ryndam" May 24th. Mr. Schneider states he has made some very good purchases, but not as much as he would like to have had. There is plenty of good tobacco said Mr. Schneider, but at high prices, and the manufacturers will have to pay accordingly. Mr. Schneider came back to New York to feel out the pulse of the trade and will probably return for later inscriptions.

Harry Spingarn, of Spingarn & Co., returned from Amsterdam on the "Deutschland" May 17th.

Louis Hirsch, of Joseph Hirsch & Son, came in on the "Campania" May 21st, after a three months' stay in Amsterdam attending the Inscriptions.

An English Tobacco Prospectus.

Interesting Details Concerning the Progress of Tobacco Culture in British South Africa.

THE Tobacco Company of Rhodesia and South Africa, Ltd., capitalized at £250,000, is now offering shares of £1 each. The directors' names include men most eminent in South African affairs and show how eager the foremost men of the day are to invest their shekels and their energies in tobacco raising.

The facts of most interest found in the prospectus, briefly stated, are these:

Tobacco culture dates back in Rhodesia to a remote period. It is the fine quality possible to be grown there, also, which has stimulated the British South African Company to promote the production of the best varieties of leaf. It is the assets and information of this company which the new Rhodesia Company will take over.

Rhodesia is now making both Turkish and Virginia types of tobacco, and the finished product is pronounced excellent.

Warehouses are at Salisbury and Bulawayo, where the leaf is deposited for treatment and sale. Here the new company will deal direct with the growers and extend needed assistance, including cash advances. Labor at reasonable wages is said to be plentiful.

Virginian types of Rhodesia grown tobacco sell quickly, the crop for 1909 having fetched under the hammer in January an average of 1*s.* 2*d.* (29 cents, American money). The Turkish types are in an experimental stage.

The application of modern machinery, coupled with the best known methods of cultivation, promise to make the industry one of importance.

Local grown tobacco pays no taxes in Rhodesia, but imported goods are taxed 3*s.* 6*d.* per pound.

The Eugene Gallagher & Bro. Co., of Columbus, O., have incorporated with $50,000 capital and will manufacture cigars and cigarettes. Incorporators: I. Y. Gallagher, M. E. Foster, J. M. Howard, E. M. Campbell and W. H. English.

Gitt Co. Paying Loeb Creditors.

Formally Takes Charge of Affairs.

ON Thursday, May 26th, the H. N. Gitt Company formally took charge of the affairs of Loeb & Co., of New York, the personal assets of H. N. Gitt and also the capital stock of a string of cigar concerns which were formerly financed through Loeb & Co., and are as follows:

American & West Indies Sales Co., New York; American West Indies Trading Company, New York; Centennial Cigar Company, Centennial, Pa.; E. M. Brash Cigar Company, Lancaster, Pa.; Gettier Cigar Company, Manchester, Md.; Keystone Cheroot Company, Hanover, Pa.

Aside from the fact that the Board of Directors of the H. N. Gitt Company will constitute the Board of Directors of the subsidiary concerns, they will all conduct their business under their own respective direction.

This arrangement was made possible by securing the assent of nearly all the creditors of the concerns involved, and which was done, and although the affairs were much complicated they have been adjusted to the point where it was possible to bring about this solution, which in effect is virtually the taking over of the affairs by a holding company, and the officers and directors of which are as follows:

George Shaw, president; Joseph Byrne, secretary; Aaron J. Bach, treasurer. Directors, Aaron J. Bach, of Elias Bach & Son, New York; George Shaw, president Western National Bank, Philadelphia; Joseph Byrne, cashier Merchants' National Bank, New York; N. M. Markwell, of Markwell & Springer, New York, and J. W. Farrell, of Wilde, Farrell & Co., Boston.

"Pulliam" Cigars in the West.

The merits of the "Pulliam" cigars from the factory of Herman Warner & Co., at York, Pa., are now being exploited throughout the Middle West. Mr. Seth Warner, of the firm, has just returned to factory headquarters, after a few weeks spent in the more important trade centres of that section, and the result is that the brand has been placed with the principal distributors in eleven of the most advantageous points.

Factory forces have been increased, and the demand is daily becoming greater for "Pulliams." Their announcement says that it is a cigar for the fans and other connoisseurs, and so it seems.

Every city visited by Mr. Warner had heard of the "Pulliam" brand, because of the publicity given it, and the line was placed with progressive houses with little difficulty.

The principal reasons were that, first, the goods possessed the quality which is so essential to a good smoke, and secondly, the firm's method of aiding distributors in placing the goods with live retailers by means of ample supplies. Appropriate advertising matter was also appreciated, and consequently both the manufacturers and dealers have good reason to feel pleased.

There is still very desirable territory open to progressive houses, who are invited to send in a trial order and receive with the goods a supply of advertising matter.

Partners Disagree—Equity Suit Follows.

Charles J. Lederman, of Lancaster, Pa., has filed a bill in equity against Louis Sondheimer, also of that city. The plaintiff in the bill filed alleges that a partnership was formed on March 28, 1910, for the purchase of leaf tobacco; that under the agreement entered into the plaintiff was to get one-third of the profits made on all tobacco purchased. He alleges that the defendant has refused to divulge to him any of the transactions made in which he is interested. He prayed for a receiver for the partnership, and that the defendant be restrained from disposing of the assets or collecting any outstanding accounts. The court granted a preliminary injunction restraining the defendant from disposing of the property of the firm, until the case is finally heard.

IMPORTS and EXPORTS of TOBACCO and CIGARS

STATISTICS compiled by the Bureau of Commerce and Labor for the month of April show that the importations of leaf tobacco suitable for cigar wrappers was 837,993 pounds, valued at $843,063, as compared with 599,348 pounds worth $563,912 for the same month of last year. For the ten months ending April just passed, the importations of this class of leaf were valued at $5,052,173, embracing 5,176,566 pounds, as against 4,407,836 pounds, valued at $4,081,763 for the same period in 1909. Tables showing the imports and exports for the period are appended herewith, showing that the exportations of leaf tobacco are growing faster than the importations.

ARTICLES AND COUNTRIES.	APRIL— 1909. Quantities.	1909. Values.	1910. Quantities.	1910. Values.	TEN MONTHS ENDING APRIL— 1909. Quantities.	1909. Values.	1910. Quantities.	1910. Values.
Tobacco, and manufactures of:								
LEAF—								
Suitable for cigar wrappers ....lbs..dut..	599,348	$563,912	837,993	$843,063	4,407,836	$4,081,763	5,176,566	$5,052,173
Imported from—								
Germany	3,320	1,581	.....	5,644	9,484	6,563	11,717	9,030
Netherlands	557,552	510,640	810,902	814,218	1,246,562	3,872,397	4,962,318	1,855,507
British North America	8,749	7,852	15,295	17,800	80,248	80,897	107,208	102,620
Cuba	2,156	3,355	8,506	5,580	43,335	121,142	56,944	60,206
Other countries	27,571	40,484	3,290	5,465	28,006	10,764	37,789	14,810
All other....lbs..dut..	2,775,326	$1,503,234	2,911,908	$1,534,602	29,967,377	$16,818,829	33,566,436	$17,911,515
Imported from—								
Germany	124,754	$71,739	190,344	$128,698	2,089,428	$980,722	3,227,919	$1,981,361
Turkey in Europe	540,353	309,408	736,980	413,476	2,142,260	1,239,569	4,365,329	2,837,087
Other Europe	25,116	7,130	296,595	47,342	403,670	171,905	1,604,852	241,023
British North America	6,060	1,466	22,769	12,170	96,226	47,087	305,996	101,051
Cuba	1,869,481	1,062,074	1,655,162	897,209	22,644,655	13,563,973	21,423,101	12,062,091
Asia and Oceanica	177,599	41,129	98,055	35,240	2,480,511	806,917	2,494,505	737,159
Other countries	31,972	10,297	467	167	110,487	48,656	144,734	15,743
Total leaf....lbs..	3,374,674	$2,067,146	3,749,900	$2,377,665	54,375,213	$20,930,952	38,743,092	$22,963,688

ARTICLES AND COUNTRIES.	APRIL— 1909. Quantities.	1909. Values.	1910. Quantities.	1910. Values.	TEN MONTHS ENDING APRIL— 1909. Quantities.	1909. Values.	1910. Quantities.	1910. Values.
MANUFACTURES OF—								
Cigars, cigarettes, and cheroots ....lbs..dut..	53,559	$324,256	50,318	$292,338	493,344	$2,842,336	574,889	$3,276,153
Imported from—								
Cuba	52,187	$319,413	47,933	$285,333	478,056	$2,792,168	545,624	$3,202,614
Other countries	1,372	4,843	2,385	7,005	15,288	50,168	29,265	73,539
All other....dut..	.....	$12,976	.....	$17,188	.....	$136,250	.....	$129,067
UNMANUFACTURED—								
Leaf ....lbs..	17,013,015	$1,823,592	23,731,719	$2,636,471	241,202,967	$26,267,209	309,295,016	$32,956,698
Stems and trimmings....lbs..	298,420	5,280	241,607	5,466	4,650,812	130,380	2,610,881	69,548
Total ....lbs..	17,311,435	$1,828,872	23,973,326	$2,641,937	245,853,779	$26,397,589	311,905,897	$33,026,246
Exported to—								
United Kingdom	8,004,267	$793,251	11,827,468	$1,247,124	100,438,250	$9,867,408	118,583,468	$11,789,387
Belgium	810,344	76,756	969,123	101,609	7,782,533	754,863	11,171,506	1,113,339
France	2,008,709	203,920	4,523,691	468,548	20,057,034	1,932,964	25,750,000	2,689,397
Germany	460,521	59,946	1,078,388	137,524	28,065,196	3,386,195	26,088,936	4,520,821
Italy	646,919	59,275	120,095	15,080	29,378,896	3,505,146	38,724,412	4,005,332
Netherlands	797,863	46,219	1,110,881	89,133	15,716,243	1,141,208	18,514,042	1,524,546
Spain	.....	.....	92,695	7,705	4,794,951	413,135	14,476,903	1,022,155
British North America	1,025,905	146,732	1,332,110	204,732	11,348,920	1,548,356	11,495,842	1,606,227
Mexico	162,971	17,090	101,839	12,626	1,183,677	127,568	1,294,159	135,728
West Indies and Bermuda	216,985	24,583	205,342	23,360	2,061,709	246,399	2,038,324	228,759
Japan	852,286	91,226	.....	.....	1,779,845	231,659	2,820,523	374,800
British Australasia	591,733	86,157	1,082,522	138,985	5,418,200	885,164	8,826,977	1,214,432
MANUFACTURES OF—								
Cigars ....M..	107	$1,784	92	$1,998	1,272	$22,545	1,334	$31,210
Cigarettes ....M..	151,721	$201,958	118,304	$174,571	1,269,671	$1,731,887	1,339,575	$1,865,857
Exported to—								
Europe	656	$1,583	1,182	$3,650	11,444	$22,775	12,500	$34,657
Chinese Empire	72,750	103,618	21,500	44,685	482,205	773,782	509,823	721,953
British East Indies	68,160	73,541	70,803	91,982	650,015	687,226	671,232	795,476
Hongkong	1,025	1,429	.....	.....	9,072	11,663	238	271
British Australasia	4,000	14,399	4,596	16,817	31,607	112,075	39,735	142,654
British Africa	.....	.....	12	60	.....	.....	3,952	5,024
Other countries	5,130	7,388	10,211	17,377	85,328	124,366	102,095	165,712
Plug ....lbs..	526,783	$145,720	312,334	$75,455	5,111,861	$1,249,319	4,789,116	$1,225,675
Smoking ....lbs..	.....	.....	104,072	$52,203	.....	.....	1,473,923	$598,718
All other	.....	$90,072	.....	13,718	.....	898,894	.....	237,638
Total manufactures of....	.....	$439,531	.....	$317,945	.....	$3,902,645	.....	$3,959,098

New Tobacco Buildings in South.

I. G. Lawrence, of Durham, N. C., was recently awarded the contract for building the Imperial Tobacco Co.'s structure, to be located on the lot recently purchased by the company, fronting on Main and Church streets, Winston-Salem, N. C. The new building will cost about $45,000, and will be of mill construction, three stories high, brick and granite, with metal roof. It will be occupied as a leaf house and offices.

The new office building of the R. J. Reynolds Tobacco Co., Winston-Salem, N. C., will be situated immediately south of the Imperial Tobacco Co.'s building.

At Wellsburg, W. Va., a large lot on College street, between Fourth and Fifth streets, has been bought for a loose tobacco warehouse and a contract let for a concrete building. Business will be done after the Louisville methods and the company is working in harmony with the Equity Pool.

Chaput & Co., cigar makers, of Ottawa, Canada, have incorporated at La Compagnie Chaput; capital, $75,000. Incorporators: Coirnne Labbe, A. P. Chaput, G. Pilon, S. Glackmeyer, J. E. Glackmeyer, and T. Mainville, of Montreal.

Oversold on Little Wm. Penn.

AT the Theobald & Oppenheimer Co. factories, there is great activity at present. Sales have been piling in at a rapid rate for their "Little Wm. Penn," with the result that they are now oversold more than 2,000,000.

This size of the popular "Wm. Penn" cigar was just recently brought out, and made an instantaneous hit. A catch phrase used in the introduction—Half the price, half the size—has, it appears, been imitated by certain unscrupulous tradesmen, who have virtually appropriated it without regard. We learn, however, that the T. & O. Co. do not propose to let such plagiarism go unchallenged.

We venture the opinion that if the firm is forced into it, their action will be sharp and decisive.

Havana Ribbon Breaks Record.

Last Monday a week the banner shipments of "Havana Ribbon" cigars, made by Bayuk Bros., of this city, was made, and all previous records were broken. In the first, or morning's, mail of that day, orders were received for 350,000, and that influx continued throughout the day.

Remittances aggregating over $8,000 were also contained in the early mail, and the receipts of the day were the largest on record.

This was shortly after the return from Europe of Mr. Samuel Bayuk, who was highly elated with the way in which the business had been handled during his absence. And it was also pleasing to note that these orders came from a diversified territory, showing that the "Havana Ribbon" cigars are becoming favorites at many points.

F. D. Ware a Visitor.

Among the recent visitors in this city was F. D. Ware, of the newly organized cigarette manufacturing firm of Vaughan-Ware Co., at Richmond, Va., who are the successors of the Ware-Kramer Tobacco Co., formerly located at Norfolk, Va. Mr. Ware's special mission at this time was the preparation of plans with their distributing agents here—Arthur Hagen & Co.—for a vigorous prosecution for a larger volume of business on their products.

Hilbronner & Jacobs' New Offices.

THE cigar manufacturing firm of Hilbronner & Jacobs, formerly at 327 North Eighth street, have removed their main offices to the Denkla Building, at Eleventh and Market streets, and where they have splendidly equipped quarters.

Matters are progressing satisfactorily at their new factory at Lansdale, while the Perkasie factory is kept running steadily.

Mr. Hilbronner, of this firm, has been on a business trip through his accustomed territory, and some good-sized orders have resulted.

Fine Progress at Counsellor Factory.

Joseph Gallagher, vice-president of Allen R. Cressman's Sons, Philadelphia, states that they have been making rapid progress on their "Counsellor" brand during the past two or three months. From all points outside of Philadelphia, business seems to keep fully up to the standard. The sales force has again been increased by securing the services of James A. McKenna, who was formerly a salesman with Duncan & Moorehead. Mr. McKenna will spend about two weeks of each month in the city, and two weeks at points along the North Penn division of the P. & R. Railroad, going as far as Bethlehem, where the house has an old established trade. Special mention was also made of the good results obtained by F. E. and S. J. Brown, both of whom have been for several years with this firm and have constantly increased their volume of business. J. W. Levy, who also has a wide reputation in the city as a salesman of meritorious cigars, has landed big business on the "Counsellor."

Karl Straus Visiting Europe.

Karl Straus, of the leaf firm of Karl Straus & Co., at Third and Vine streets, sailed on Tuesday, May 24th, for Europe, via S. S. "Rotterdam." He was accompanied by his niece, Mrs. Adolph Loeb, and her daughter. Mr. Straus goes to Europe purely on a pleasure trip, as it is his only visit to his old home in Germany for ten years past.

W. E. Gheen, dealer in leaf tobacco at Jersey Shore, Pa., recently visited this city, and after a conference with local interests he again left for the West.

Retail Business Improving.

The consensus of opinion among the retailers in the city is that there has been a uniform improvement in the trade during the past fortnight. This statement would seem to be verified by the cigar manufacturers, who also state that there has been a gain in the volume of business they are doing locally.

Logan Succeeds Boch.

After succeeding to the retail business of the Boch Cigar Company, at 1347 Walnut street, and from which R. W. Boch retired a short time ago, the store has been completely rearranged and transformed by C. D. Logan, the new proprietor. Mr. Boch is still in impaired health and this is said to have been the real cause of his retirement at this time. Mr. Logan has retained the services of John Bowers as clerk, but will give the business his close personal attention.

Philadelphia Pointers

Another advertising campaign is soon to be opened in this city on the "Tom Keene" brand of Bondy & Lederer, of New York, and which are distributed here by Goldsmith & Arndt. Cardboard signs have been prepared, which depict Tom Keene, the former noted actor, handing out a box of "Tom Keene" cigars to a clubman who is reclining in an arm chair. It is an artistic piece of work and can be very advantageously used in window displays.

Yahn & McDonnell are celebrating their seventh business anniversary. From the inception of this business, their every effort has been crowned with success, and they steadily worked their way into the front ranks of the retail trade in this city. Catering especially to a high class of patrons they naturally carried such a line of the best goods, and to this fact they attribute their success.

. A local Havana importing firm reports the sale of 300 bales of Havana tobacco to a manufacturing establishment. This is the sales sale of more than average quantity which local houses have participated in lately and it has given this city considerable additional prestige as an Havana market.

Harry Strater, of the Strater Tobacco Co., Louisville, Ky., was in town last week. There was recently placed in this market the "Hindoo" granulated plug cut, retailing at ten cents, and met with a good reception here.

The Griffin-Keegan Company are still directing their efforts to a wider distribution of the "Aplomo" clear Havana cigars from the factory of Solomon Bros. & Stern, of New York. The goods are being shown in fifteen sizes.

A new retail cigar store and pool room has been opened at 1030 Filbert street by Joseph McCarthy. It is being equipped in a mission style of furniture and will no doubt present an attractive appearance. The store will be opened as soon as the fixtures can be installed.

A. S. Valentine & Sons' Philadelphia factories have been rushed the past two months to supply the trade. They have not only done a big business on their regular brands, but have developed a tremendous trade in their special grades.

Representatives of the Makaroff Company of America, makers of the "Makaroff" cigarettes in Boston, have been in this city lately and installed a large number of very attractive window displays.

Benjamin N. Duke, of the American Tobacco Co. and a brother of James B. Duke, president of that corporation, is seriously ill at his home in Durham, N. C., with typhoid fever. His physicians look for his early recovery.

Standards for Thirty Years.

In the advertising columns of this issue will be found an announcement of George S. Miller & Co., Pottstown, Pa., makers of the "Genl. Schuyler" and "Ambrosia" brands of cigars, selling at ten and five cents, respectively.

This firm is one of the oldest in that section of the State, having been founded many years ago at Sumneytown, Pa., under the firm name of Shively, Miller & Co., which firm subsequently removed to Pottstown, and later it was dissolved, and succeeded by George S. Miller & Co.

Both of the above brands were first placed on the market many years ago and each gained a wide reputation and an extensive trade followed. More recently, after the death of Mr. George S. Miller, younger blood entered the business, and they are striking out more vigorously than was ever done before.

Their product the firm declares has been much improved and is now packed in a most attractive package, making it more inviting to dealers to handle. The "General Schuyler" cigar is made up in londres and perfecto shapes, and is an Havana-filled and Sumatra-wrapped cigar. It has been successfully on the market for the past twenty-five years and has been thoroughly tested.

For more than thirty years the "Ambrosia" brand has been before the smoking public and is known from the Atlantic Coast to far beyond the Mississippi River in the West. As an attractive nickel proposition the firm is offering the "Ambrosia" to enterprising dealers. A strictly Sumatra-wrapped cigar, made up in several shapes and all of uniform quality.

That cigarettes are immensely popular with many smokers, to the exclusion of the cigar and pipe, is shown by statistics obtained for the first three months of the current year. The figures at hand indicate that during that period the output of cigarettes exceeded that of cigars by more than 50,000,000. In March alone there was a decrease of more than 5,000,000 cigars and an increase of more than 109,000,000 cigarettes.

Our Letter Box

HARTFORD, CONN., May 19, 1910.

Editors THE TOBACCO WORD, Philadelphia.

Gentlemen: We are in receipt of the last issue of THE TOBACCO WORLD, and on behalf of the Connecticut Leaf Tobacco Association I wish to thank you for your correct and detailed account of the convention held in this city, and we also wish to compliment you on the splendid work of your edition. We read your paper with a great deal of interest and think the enterprise which you displayed should bring results.

Yours very truly,
BENJ. L. HAAS.

323 E. Eighth St.,
Cincinnati, O.
5/13/1910.

Editors TOBACCO WORLD.

Gentlemen: We would be greatly obliged if you would furnish us with the name and address of as many manufacturers as you know making cigar vending machines. We mean the kind that work automatically and are used in hotel lobbies, office buildings, &c.

Very truly yours,
L. Newburger & Bro.

Allegheny Ave. & Boudinot St.,
Philadelphia.
5/13/1910.

Editors TOBACCO WORLD.

Gentlemen: Will you kindly notify us who are the makers of the "Portana" brand of cigars.

Very truly yours,
Pine Tree Silk Mills Co.

How Manufacturers Can Comply With New Law.

Commissioner Cabel Prepares Instructions for Guidance of Makers.

WASHINGTON, D. C., May 31st.

FOR the guidance of manufacturers of tobacco, cigars, cigarettes and snuff, Commissioner of Internal Revenue, Royal E. Cabel, is preparing a list of instructions relative to the provisions of the Tariff Act of August 5, 1909, which go into effect on July 1st next. These instructions, which soon will be distributed to the manufacturers by the collectors, point out the changes in the rate of taxation and the new methods to be employed by the manufacturers to comply with the new law.

On account of the change in the tax rates every manufacturer of tobacco and its products will be required on July 1st, before opening for business, to take an actual inventory of his stock of tobacco materials, stamped and unstamped products, attached and unattached internal revenue stamps on hand in his factory on that date. Manufacturers who produce large cigars exclusively, and they alone, will not be required to take an inventory, as the tax rate of $3 per thousand on their product remains unchanged.

The necessary blanks, Form 70a (revised September, 1909), and Form 70b (new blank), for the taking of the required inventories, will be distributed by collectors not later than June 20th, next. The new blank (Form 70b), which will be used on and after July 1, 1910, by all manufacturers of cigars and cigarettes, provides for inventorying stamped manufactures and attached stamps in addition to unstamped cigars and cigarettes and unattached stamps on hand. Each inventory will have to be verified by a deputy collector.

Commissioner Cabel in his instructions will caution manufacturers to exercise the utmost care to see that their inventories on both the old and the new forms are absolutely correct in every particular, and include all tobacco material for the outside storage of which special permission has been obtained, for the reason that their accounts are determined thereby. No amended inventory, which is filed after the manufacturer receives notice of a deficiency in his accounts, will be considered.

The Commissioner will further serve notice in his instructions that on and after July 1, 1910, cigars and cigarettes will be regarded as "removed tax paid", when the same (properly packed and stamped, etc.), leave the bonded factory premises, and will be so reported by manufacturers at the close of the day on which the stamped packages are removed from the factory instead of when stamps are affixed to packages, as at present. Stamps will be reported used also at the close of the day of the removal from the factory of the packages to which the stamps are affixed.

In this connection the Commissioner says, care must be taken by manufacturers of large cigars, exclusively, not to report as removed tax paid on or after July 1st, cigars which have been reported removed tax paid at the time the stamps were affixed to the packages, before that date, and which stamped packages may be on hand when the change in the method of reporting is made. This caution is regarded by the Commissioner as necessary to prevent the same cigars being reported twice as removed tax paid.

Other changes have been made in cigar and cigarette manufacturers' books, Form 73; monthly returns, Form 72; and inventory, Form 70b, which make it necessary for cigar and cigarette manufacturers to provide themselves with new books (73) for use on and after July 1st, and to use the revised Form 72 of monthly return, beginning with the return for the month of July next.

The cigar factory of Newton S. Orsland, 138 Locust street, Detroit, Mich., was damaged by fire to the extent of $2,000 on the 12th ult.

Cigar Price Tag Holders.

ONE of the most useful articles for the progressive dealer is a neat price tag holder, for use on boxes on display in show cases or on counters.

The Milwaukee Novelty Company, of 390 Hanover street, Milwaukee, Wis., is the manufacturer of such an article and which is already in use in a large number of establishments throughout the country.

This cigar price tag holder can be attached from either end or top of the cover, and it holds the tag perfectly. The price tags are printed in two colors and are furnished in thirty different designs at prices that are reasonable.

Selling Direct From Factory.

There are probably not many successful cigar manufacturers who sell all their product direct from the factory, and, therefore, A. D. Killheffer, of Millersville, Pa., is an exception. And yet his goods have found their way into many sections of the country, where many friends have been made.

By doing a mail order business exclusively, Mr. Killheffer, who bears the reputation of being an expert judge of tobacco quality, is enabled to devote his time to the manufacture of his goods, and besides he declares that by eliminating the middleman he is in a position to successfully meet competition and give dealers the advantage of better prices than could be done if an expensive selling plan were being conducted.

It has been frequently observed that really dull periods are almost unknown at this factory, and by maintaining a uniform force of cigarmakers prompt shipments can be assured.

Particular stress is laid upon the "Patrick Gordon" brand from this factory, and which is portrayed in an announcement in the advertising columns of this issue. In addition to this the factory also produces the following: "King High," "Cuban Brownies," "Mandolay," "Forecaster," "Lord Kroyden" and others.

Trade Notes.

J. J. Planco, of Ruy Suarez & Co., will be back about June 10th from his western trip. "Jack" consummated one handsome deal in Chicago that proves the popularity of these high-grade goods, and which means an additional number of cigarmakers to the factory. Hall, Lyons & Co., of Providence, R. I., with their several stores, and B. Lett, of Boston, have also fallen into line since he left New York.

Gonzalez, Fisher & Co., of Tampa, Fla., have incorporated under New York laws with $50,000 capital to deal in tobacco in all forms. Incorporators as given in the application: C. A. Davidson, M. Ash and F. Wiesbader, all of New York City.

The Louis Kindling Co. opened its new building at 350 Broadway, Milwaukee, Wis., to the public on May 14th, where 150 men and girls are now employed making cigars at the rate of 20,000 daily.

R. G. Sullivan, of Manchester, N. H., visited New York on the 20th ult. During a short stay of two days he purchased a Peerless Touring Car and, accompanied by his two daughters, motored back to his home.

Charles & Oscar Lehman, cigar manufacturers, at Dolgerville, N. Y., have made an assignment to F. R. Stone for the benefit of their creditors.

WHAT THE JOBBERS ARE DOING

Hjalmar Boedtke, who has been in the wholesale and retail business at Syracuse, N. Y., for a number of years, has incorporated under the name of the Hjalmar Boedtke Tobacco Co., and is having associated with him Frederick W. Miller, an enterprising young business man. They are large jobbers in Subert's cigars, as well as the lines of Juan F. Portuondo Cigar Mfg. Co., of Philadelphia.

Joseph Sunderland, vice-president of Kingsbaker & Klingenstein, of Los Angeles, Cal., reports that the demand for clear Havana cigars in his territory is growing apace. Mr. Sunderland has just completed a trip to Fresno and Imperial Valley, where he opened a number of new accounts on Regensburg goods.

R. W. Apte, of the C. S. Apte Cigar Co., distributors of the "Brunswick" and "Nat Goodwin" cigars in St. Louis, recently made a successful trip through Illinois and Indiana.

The Rheinhart-Smith Grocery Co., extensive distributors of cigars at Marion, Ill., has increased their capital stock from $25,000 to $50,000.

A. R. Darragh, manager of the tobacco department of Heyworth & Dewhurst, Pittsburgh distributors, attended the annual convention of credit men held at New Orleans.

Jobbers at Seattle, Wash., report a great improvement in business during May, especially in orders received from Alaska. The opening of navigation the first week in June means that there will be tremendous shipments of all grades of cigars and tobacco to the territory.

The M. J. Connery Distributing Co. has been incorporated at Chicago with $10,000 capital to deal in groceries, tobaccos and cigars, by Michael J. Connery, Edmund S. Cummings and Jose W. Hoover.

W. E. Leach, sales manager of the F. R. Rice Mercantile Cigar Co., of St. Louis, attended the annual convention of the Southeast Missouri Drummers' Association, at Saxton, Mo., May 26th-28th. He was accompanied by S. H. Myers, one of his best salesmen.

D. C. Schuler has been engaged by Cuesta Rey & Co., of Tampa, to represent their lines in the Middle West, making his headquarters in Cleveland. Mr. Schuler was formerly associated with Philip Morris & Co.

The Hochfield Bros. Co. have launched into the wholesale cigar and tobacco business at Portland, Ore. For some time this firm has been doing wholesale business, but hereafter they will devote their attention entirely to that branch of trade.

The Schaffner-Collins Co., exclusive wholesale distributors for Garcia Pando & Co.'s "La Victoria de Colon" Havana cigars, find that their quarters on the twelfth floor of the Steiger Building, Chicago, are none too large for their rapidly increasing business.

Louis Debritz is representing the pipe department of Schwabacher Bros. & Co., the Seattle jobbing house, on the road.

Leopold & Megentheim, sole agents in Chicago for "Antonio y Cleopatra" cigars, manufactured by the American-Havana Co., have just added four new sizes to their lines.

Trade News in Boston and Vicinity.

BOSTON, May 26th.

THE cigar trade here is beginning to show an improvement due chiefly to the more seasonable weather. The beach resorts are enlivening and by Monday Revere Beach expects to start its regular season. Stands and privileges of all kinds are bringing more money than in previous years and everything points to a most profitable season.

Mr. Monday, of S. Monday & Sons, New York, makers of "Imperialettes", "Hunter" and other brands of short smokers, was here last Sunday calling on Mr. Nehazig, their local representative.

H. Zarling, of 36 Allen street, a prominent tobacconist, with a retail store corner Green and Staniford streets, died suddenly last week.

The Khedival Company has discontinued its gratis deal on "Oxford" and "Duke of York" cigarettes.

Mr. Katzenstein, representing Sulzberger, Oppenheimer Company, Philadelphia, was a recent caller on the trade here showing the "Campanello" 10-cent cigars.

J. C. Mendelsohn and Albert Falk, of the Falk Tobacco Company, New York and Richmond, were in town the past week taking orders for their line of high grade smoking tobaccos. Mr. Falk left last night for New York, while Mr. Mendelsohn left on a trip through Maine, New Hampshire and Vermont.

John Rankin, who for the past six months has been manager of the cigar department of the Adams' House drug store, has resigned to accept a position with C. B. Perkins & Co., one of Boston's oldest cigar houses. George W. Lord, who recently was in charge of Motter & Guersney's store, which firm has since retired from business, is now in Rankin's old position.

I. Lewis & Co., of Newark, N. J., are continually advertsing in our daily papers their "Cobs", nine for 15 cents, and "John Ruskin", a 5-cent invincible cigar. The sales crew are at present down Maine calling on the trade, while R. D. Carnes is looking after the local trade.

S. W. Seliger, representing the Rosedor Cigarette Company, of New York, was here this week pushing the sale of their ladies' gold-tip, perfumed cigarette called "Salome."

Joseph Altschuler, maker of the "Elm Smoker", a nickel cigar, and "5-20-8", a ten-center, reports increasing business. Both these brands are being well advertised by regular steady smokers.

Benjamin Silverstein, the local representative of I. Krinsky, New York, is doing some clever work on the new cork-tip "Fifth Avenue" cigarette.

D. S. Lamb, representing the Makaroff Cigarette Company, has left on a trip through New York State.

H. Williams is back with the D. J. Konry & Co., selling "Menashi" cigarettes once more. Harry has made many friends in the trade who will give him a helping hand in pushing the sale of this brand, which at one time enjoyed a big run in Boston.

BEN ALI.

West Virginia's Strides in Tobacco.

The tobacco-growing industry of West Virginia, and particularly around Huntington, has made tremendous strides during the past few years. The soil of Cabell and the surrounding counties is particularly adapted to the successful growing of tobacco, and highly satisfactory results have been had by the farmers. The acreage that will be placed in tobacco this year will show a vast increase even over that of last year. As announced, the old Globe foundry plant will be transformed into a vast central tobacco warehouse.

TAMPA TIPS

Berriman Brothers Purchase Tampa Factory.

Expect to Occupy Building of Gonzales, Fisher & Co. by June 1

TAMPA, FLA., May 26th.

ONE of the most important transactions in cigar manufacturing circles here in some time has come about in the purchase of the fine new brick factory of Gonzales, Fisher & Co., by Berriman Brothers. The latter firm will be in possession of the factory building the early part of June, the terms of the sale giving them official possession June 1st. Gonzales, Fisher & Co. have leased the old Sanchez & Haya factory here and will move their forces into it immediately. The terms of the sale to the Berrimans were private.

The purchase of the Gonzales, Fisher factory by Berriman Brothers, represented by M. W. Berriman, came as quite a surprise. True, the resignation of A. Nistal, general manager of the Gonzales, Fisher & Co. business here, who will retire from the firm shortly and travel for his health, was considered but a forerunner of changes in the *modus operandi* of that firm, but it was generally thought that the Berrimans would build a new home when the announced the sale of their present factory to the Morgan Cigar Company. However, in the Gonzales, Fisher & Co. building they have secured a splendid home, and one which will allow them to double their present output. The factory was erected immediately after the great fire of March 1, 1908, and it is a model of practical arrangement, architectural beauty of design and is splendidly constructed. All modern features are embodied in its construction.

As noted, the purchase of the Gonzales, Fisher factory brings about several changes. Sanchez and Haya have been busy all this week moving into their new factory, the furniture and fittings and tobacco stocks, shoving the workmen who are finishing up the building quite hard. Vice-President Torre declares, however, that he will be entirely out of the old factory by the 1st and at work in the new one. This will allow Gonzales, Fisher & Co. immediate possession of the old Sanchez and Haya building.

It is announced here that the Janasa and Goffe Steamship and Importing Company would shortly establish a line of steamers between this port and Central American and West Indian ports, and Baltimore, giving this city direct water communication with the latter port. The Mallory line, operating out of here to New York, enjoys an excellent cigar freight from here now, and this Baltimore line will give manufacturers additional shipping facilities by water to Baltimore and points in the Middle States via Baltimore.

With the output of clear Havana cigars over the million-a-day mark, the factories here are running in excellent time with full forces at work, and the orders are coming in in a very satisfactory manner. Imports of leaf from Cuba for the month ending to-day totals 3,107 bales. Considering the season, the orders that are being received, and their size, all tends to confirm the feeling and belief that 1910 is going to prove the banner year in the manufacturer of high grade cigars at this place.

M. W. Berriman and Manuel Sanchez, resident manager of the Berriman factory here, have gone to Havana to look over the leaf market.

Edward Sachs, who represents Balbin Brothers on the Pacific Coast (middle territory), has been spending several days here visiting friends and looking over the manufacturing industry closely. He left for New York during the week and will go back to his territory from that point.

Vice-President Torre, of the Sanchez and Haya firm, is glad that the business of looking after a new factory in the course of its construction is about over, and is doubly glad that they will now have room enough to handle their business which capable and energetic management has been steadily increasing.

A. L. Cuesta, of the great firm of Cuesta, Rey & Co., is spending some time at the factory at present, and is a welcome addition to the social life of the cigarmaking colony. Mr. Cuesta is most optimistic over conditions about the country generally, and is well pleased with the growth of the demand for their excellent product.

GEORGE BLARDONE.

To Rebuild El Sidelo Factory Destroyed by Fire.

Saml. I. Davis & Co. Plan to Push Work at their Tampa Headquarters.

TAMPA, FLA., May 23.

EL SIDELO'S new home, which Samuel I. Davis & Co. hoped to occupy July 1, was practically destroyed by fire in West Tampa on the 21st ult. With the exception of the massive tower and the tower base, in which were being built the offices for the firm, the factory is a total loss. Contractor John H. Drew had $25,000 builders' insurance on the structure, the contract price of which was $5,000, and it was estimated that work between $35,000 and $40,000 had been done. The net loss, therefore, is estimated at between $12,000 and $14,000.

It is the consensus of opinion that the fire originated from a tinner's furnace which had been left on the roof and in which some fire still burned. The fire started about 4.15 o'clock in the afternoon, shortly after the men had quit work. The West Tampa Fire Department, supplemented by a company from the Tampa establishment, after a hard fight saved the tower and its base. Two firemen narrowly escaped death. With characteristic energy, it was announced that the work of rebuilding the factory would commence at once. Fred Davis, of the firm, was in the city when the fire occurred and he and the firm's local representative, Mr. Levy, were in conference with Contractor Drew with this end in view before the fire engines had ceased pumping on the ruins.

The factory was an imposing structure some 200 feet long, three stories and a basement. The tower was 75 feet high. The tower and its base will not have to be rebuilt. Actual work of rebuilding will commence in the next few days. Meantime the Samuel I. Davis & Co. will continue business at their old factory.

Ruins of the El Sidelo Factory

KEY WEST KLIPS

Steady Increase Reported at Key West.

More Cigarmakers Engaged to Meet the Demand.

KEY WEST, FLA., May 24th.

BUSINESS has taken a decided spurt in the last two weeks and most of the factories have been obliged to take on more cigarmakers. Each week's business more firmly convinces the manufacturers that 1910 will be the best year in the history of the cigar manufacturing business in this city.

Every manufacturer in Key West is very much interested in the Democratic primary which will be held on June 7th. The office which attracts the greatest amount of attention is that of United States Senator. James P. Taliaferro, one of the candidates, spoke to a large audience last night. He has been a great friend of the clear Havana manufacturer, having, during his eleven years of service in the United States Senate, opposed every measure that was detrimetal to their interests.

Some of the manufacturers had a novel experience last week. They were obliged to close their shops for the reason that many of the strippers would not work for fear of Halley's comet. They worked only indifferently during the first part of the week, but on Wednesday, the day the earth was scheduled to pass through the tail, they remained at home and kept their doors closed. Some of the cigarmakers told their foremen good-bye early in the week and left for Cuba, saying that they were going home to die with their people and in their native land. Most of them returned to work on Thursday looking very sheepish.

R. Fernandez, of the R. Fernandez Havana Cigar Company, returned from his Western trip last week. He expects to go to Cuba next week for the purpose of looking over the new crop.

The Cortez factory is enjoying its usual good business and orders are coming in satisfactory amounts.

Sr. Luis Martinez, of the Martinez-Havana Company, arrived in Key West to-day and is looking after the interests of the factory. He was accompanied by his daughter, Miss Estrella. Sr. Martinez brought some very fine samples of the new crop from his plantation in Vuelta Abajo.

A party of Tampa manufacturers stopped over a few hours while on their way to Havana last week. They called on President Wardlow, of the Ruy Lopez Ca., during their stay. The members of the party were Mr. Fisher, of Gonzales, Fisher & Co.; Mr. Sanchez and M. Berriman, of Berriman Bros. The work on the new Lopez factory is progressing very satisfactorily.

The S. & F. Fleitas Company expects to move into the new factory in about three weeks. The work on this structure is being rushed and it will be completed in about that time. After the firm moves, Mr. Francisco Fleitas expects to make a trip to New York and Havana. Orders for the "Homeric" brands of this company are far in excess of last year.

The E. H. Gato Cigar Company made a fairly large shipment last week. There were 235,000 cigars in the lot and they all went to S. Bachman & Co., San Francisco. A shipment of this size is made to this firm about four times a month. James R. Curry, of the Gato Company, was re-elected County Commissioner at the last primary.

Manager A. W. Arnold, of the Ferdinand Hirsch Company, is spending a week in Cuba looking over the new crop of tobacco.

Imports.	Bales.
Ferdinand Hirsch	46
G. W. Nichols & Co.	184
R. Fernandez Hav. Cigar Co.	2
Cortez Cigar Co.	75
E. H. Gato	255
Ruy Lopez	168
A. Rejas	5
Manuel Lopez	31
Havana-American	95
Total	861
Withdrawals	579

N. B. RHOADS.

Increase in Imported Cigars and Tobacco.

Exports of This Country Show a Slight Falling-off.

WASHINGTON, D. C., May 31st.

LEAF tobacco, cigars and cigarettes have taken a position among the leading articles of export and import that characterize the foreign trade of the United States, according to the monthly statement of the Bureau of Statistics of the Department of Commerce and Labor just issued.

The statement covers the exports and imports in March, as well as for the nine months ending with March of this year, and compares the figures with the corresponding periods of last year.

Imports of leaf tobacco in March, 1910, totaled two and five-tenths million dollars in value, as compared with two and one-tenth millions in 1909. For the nine months ending with March, in 1910, the total value of the imports of leaf tobacco was twenty-two and nine-tenths millions, while for the same period in 1909 the total was twenty-one and six-tenths millions.

Cigars and cigarettes to the value of four-tenths of a million dollars were imported during March, 1910, while the aggregate for the same month in 1909 was three-tenths of a million.

While the incoming ships were laden with these commodities, those departing from the United States carried exports of leaf tobacco in March of this year to the extent of two and three-tenths millions, as compared with two and four-tenths millions in March, 1909, a slight decrease. For the nine-month period in 1910 the exports of leaf tobacco totaled thirty and eight-tenths millions, and for the same time in 1909 twenty-four and six-tenths millions.

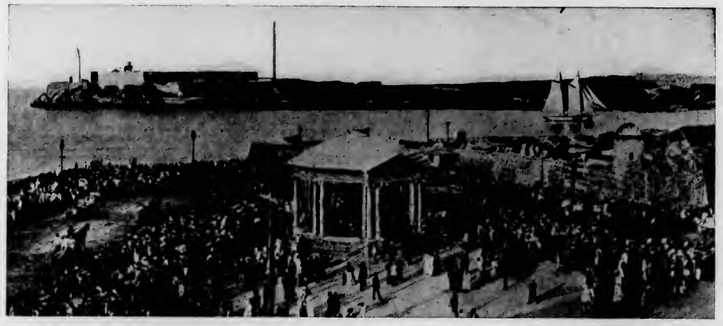
In another bulletin the Bureau of Statistics reports that Canada is rapidly becoming the chief user of American products, and the exports to that country during the ten months of the fiscal year ending with April show a larger growth than those to any other of the important countries of the world.

Among these exports unmanufactured tobacco holds a commanding position, the total for the ten months ending with April 30th, of this year, being 11,495,842 pounds. This is a slight increase over the amount for the same period in 1909, the total for the latter having been 11,348,920 pounds.

Greenly Relieves Replevin.

The writ of replevin against J. H. Greenly, proprietor of the Iona Tobacco Company, at Lancaster, by Charles J. Lederman, manager of the Universal Tobacco Company, of Lancaster, and referred to in our last issue, has been released.

The action against Mr. Greenly was prompted by the fact that he had refused to let some tobacco be removed until an old account had been settled, but that all differences have since been adjusted and the goods released.



The Cuban Market

From Our
Exclusive Bureau
36 Zulueta
Havana, Cuba.

HAVANA, May 23.

ALTHOUGH showers were universal in Cuba for three days, permitting many farmers to take down a fair portion of their dried tobacco from the poles, dry and windy weather quickly followed and stopped the Vegueros from continuing their work. Here in Havana no rains have fallen, but the Weather Bureau is reporting daily rains in some portions of the tobacco growing districts, so the rainy season in the interior of the island seems to be progressing upon its natural round, and there ought to be no further delay, excepting the time which is required to give the green tobacco its required fermentation in the piles.

Partido leaf is the most advanced of all styles and some packings are under way already on "temprano" kinds, while the bulk will be in full working order by about the middle of June. Vuelta Abajo may be ready for the Escojidas next month, but Remedios, which requires the longest period in sweating in piles, very likely cannot be started before July.

It is still impossible to say anything authoritatively about the merits of the 1910 crop in general, but while the judgment may be suspended until after the fermentation process in the bales, it is but reasonable to say that we shall have some good tobacco this year.

The leaf market has ruled rather quiet during the past fortnight, as the number of buyers from the United States has been very small, and some of the Tampa and Key West manufacturers came here more for the purpose of posting themselves about the coming crop than for buying. Some people claim that stocks held by manufacturers and dealers in the United States are plentiful, and for this reason the former are not anxious about the future, showing a waiting disposition before investing more in tobacco. If this be true, then it ought to reflect upon our market and make our packers and leaf dealers cautious in paying the exorbitant demands of our farmers. So far, this has been the case, and excepting some transactions of Partido tobacco, nothing of any amount has been done in Vuelta Abajo or Remedios, even if most of the buyers are out in the country taking notes and looking at the principal Vegas which they would like to acquire later.

Heretofore, the practice has been for one or two leaders to open the campaign, fixing the prices to be paid, and then the rest of the buyers would follow suit for fear that they would be left without any tobacco. The trouble comes in, however, where the farmer of a poor crop insists upon obtaining the same figures as his neighbor has received for a good Vega, and at this stage of the game the expert buyer has to use his judgment in not conceding too high a price for inferior tobacco. These same tactics, however, hold good in the United States as well as in Cuba, and a waiting policy has to be adopted to tire out the Veguero, before the latter will sell his crop.

Sales during the fortnight total 3,229 bales, or divided into Vuelta Abajo, 2,164; Partido, 95; Remedios, 770, and Mayari, 200 bales.

Buyers were: For the American market, 1322; for Europe, 700; for South America and Australia, 412, and for local consumption, 795 bales.

Exports of leaf tobacco from the port of Havana from May 2 to May 21, 1910, were:

To all ports of the United States	9,767	bales
" " " " Europe	871	"
" South America	667	"
" Melbourne, Australia	30	"
" North Coast of Africa, Algiers	32	"
Total	11,367	bales

PRINCIPAL BUYERS WHO COME AND GO.

Arrivals:			
José Lozano,	of	L. Lozano, Son & Co.,	Tampa.
José Vega,	"	Garcia & Vega,	"
M. J. Lopez,	"	M. J. Lopez & Co.,	Key West.
Luis Martinez,	"	Luis Martinez Havana Co.,	" "
Francisco Fleitas,	"	S. & F. Fleitas,	" "
Manuel Llano,			
Marcelino Perez,	"	Marcelino Perez & Co.,	New York (Tuval factory).
Returned:			
Avelino Pazos,	"	A. Pazos & Co.,	Havana.
Walter Kaffenburgh,	"	I. Kaffenburgh & Sons,	Havana and New York.
Pancho Arango,	"	Henry Clay & Bock & Co., Ltd.,	Havana.
Departures:			
Fred J. Davis,		for Tampa.	
José Escalante,		" "	
Pablo Quadreny,		" Spain.	
Juan Pino,		" "	
Fritz Lederer,		" New York.	
Max Stern,		" " "	
Ernest Ellinger,		" " "	

AMONG THE CIGAR FACTORIES.

There is very little change to report in the cigar manufacturing line, as conditions have not materially improved; the larger factories are kept busy and the smaller ones have few orders. There will be no betterment until the new crop shall be ready for working purposes, about August at the earliest. For France, the French liner "La Champagne" carried a large shipment of 219 cases of 10,000 each, amounting to 2,190,000 cigars. The next boat, on June 15, may also show a good-sized export again, but after that date it will be October or November before the heavy orders will be executed again by the French Regie. The raise in the duties may not curtail the shipments to the Regie materially, but it may kill off the private orders. It seems the craze for light colors will not go down, like Banquo's ghost, as the importers of the United States still call for light colors, when they ought to know better, that such colors at this time of the year are almost gone, except perhaps

in the hands of two or three of our largest factories. Whether the new crop may have a sufficiency of light colors remains yet to be seen.

FALLING OFF IN CIGAR EXPORTS.

The following figures, taken from official Custom House returns, show the exports of cigars from the port of Havana during the years 1909 and 1910, from January 1 to April 30, viz.:

From Jan. 1 to April 30, 1909	61,578,249 cigars
" " " " " " 1910	53,299,219 "
Decrease in 1910	8,279,030 cigars

and which shows a betterment of almost half a million cigars in the decrease against the previous fortnight.

H. Upmann & Co. report a satisfactory trade for this time of the year. Charles Landau, their energetic United States and Canadian representative, is supplying steady orders from his extensive territory. Business with other countries is also fair, as the old established brand of H. Upmann is too well known all over the globe for its uniform fine quality ever to lack orders.

Sol is working along steadily under a good headway.

La Diligencia continues the even tenor of its firmly established business.

Henry Clay & Bock & Co., Ltd., state that conditions are very satisfactory, as orders are as plentiful as they could expect at the end of the season. Mr. Frank Arango returned this week from a short trip to Tampa.

La Escepcion factory was in mourning, owing to the death of the widow of the late José Gener, but as the only daughter is her sole heiress and will continue the business as heretofore, the only change which might occur is to change the title from "Viuda de José Gener" to "Hija de José Gener," in accordance with Spanish laws and which still hold good for Cuba.

Por Larrañaga regretted the untimely death of their buyer, Joaquin Quintanal, last week.

Busy factories are: Romeo y Julieta, Partagas, Castañeda, Flor de P. A. Estanillo, Redencion and Carlos E. Beck & Co.

El Credito is holding its own and business from the United States is showing a steady increase for Rodriguez y Hnos., as their cigars compare very favorably with other imported Havana cigars.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Sobrinos de A. Gonzalez sold 325 bales of Vuelta Abajo and Remedios. They have not started their escojidas yet, but expect to do so next month.

Fred J. Davis purchased nearly 800 bales while he was here.

Rodriguez Bautista & Co. were sellers of 449 bales of Vuelta Abajo and Remedios. They have one escojida working at Artemisa already on Temprano tobacco and which promises to yield as fine tobacco as it has always done.

Marcelino Perez has started in to buy already, and is said to have closed deals for 300 bales so far.

Bruno Diaz & Co. disposed of 300 bales of Vuelta Abajo and Partido.

José Lozano purchased 250 bales of Vuelta Abajo for his Tampa factory.

Fernando Fernandez y Hno closed out 200 bales of Vuelta Abajo.

Avelino Pazos & Co. sold 250 bales of Vuelta Abajo to their customers. Don Avelino returned from his flying trip to New York, in order to give his partner, Don Juan Pino, a chance to visit his native country (Spain) this summer.

A. M. Calzada & Co. sold 200 bales of Vuelta Abajo and Partido to local manufacturers. Other sellers were: Muñiz Hnos & Co., 150 bales; Cardenas & Co., 140 bales; José F. Rocha, 250 bales.

Principal shippers above 200 bales were: Sylvester & Stern, Ernest Ellinger & Co., H. Upmann & Co., Leslie Pantin, Manuel Suarez, C. E. Beck & Co., Menendez & Co. and Garcia & Co.

Receipts of tobacco from the country:

For period ending May 21, 1910.			Since Jan. 1, 1910.
1083 bales		Vuleta Abajo	21,507 bales
4	"	Semi Vuelta	301 "
241	"	Partido	988 "
182	"	Remedios	3,249 "
191	"	Santiago de Cuba	1,120 "
1701 bales		Total	27,255 bales

ORETANIV.

Big Chicago Deal on The San Felice.

Steele, Wedeles & Co. Arrange to Distribute Popular Five-Cent Cigars—Other Trade Notes.

CHICAGO, May 31.

THINGS have been very quiet in Chicago during the last two weeks. The great amusement parks have had small crowds, but the general outlook for June is very good.

No big deals have been consummated with perhaps one exception—that of Steele, Wedeles & Co. taking over the San Felice," made by Deisel-Wemmer Co., Lima, Ohio. Their contract calls for a case a day, and this, with the "Tom Keene," is keeping them busy.

J. & B. Moos are billboarding the city on the "Sydney Dillon" five-cent cigar.

There has only been one five-cent cigar that has made what could be called a real successs in the last two years in Chicago, and that cigar is the "New Bachelor," distributed by E. Hoffman Co. They are away behind on their orders.

Alexander Herbert, of Philip Morris & Co., passed through Chicago last week. His famous "Cambridge" cigarette has been raised to $18.75 per thousand beginning June 1st. This is a raise of 25 cents per thousand. The trade discounts will remain the same.

R. C. Koutzer, of Jacob Stahl, Jr., & Co., spent last week in Chicago; he has made a very nice connection with Ryan & Raphael Cigar Co. on his brand "Fresh Rolls". Ryan & Raphael have moved into their new quarters in the Steger Building. Their new humidor, with a capacity of a million cigars, is one of the finest in the city. Some of the brands they are featuring are the "Lucius", made by Corral Wodiska & Co.; Flor de Mendel, Partagas, Romeo y Julieta, etc., etc.

The new Chicago & Northwestern R. R. Co. depot terminal is rapidly nearing completion. This will open up a district which heretofore has been limited to the wholesale business, and ought to give opportunity for a live cigar business.

The new Sherman House is progressing very rapidly. The steel work and stone work has been completed and it presents already a very beautiful appearance.

The new Blackstone Hotel is doing a very good business and has attracted considerable comment among the ultra fashionable. Its principal cigar featured is the Blackstone Hotel Co.

Collections among the trade are reported very slow, and several banks have mentioned the fact that money is quite scarce.

Has Manufactured Famous Brand for Thirty-six Years.

Roger G. Sullivan, of Manchester, N. H., has completed thirty-six years of manufacturing the 7-20-4 cigar, and his figures for the last year reach the total of 24,000,000. This is the first time he has gone over the 20,000,000 mark.

J. A. Dart, tobacco manufacturer of Richmond, Va., has purchased the A. H. Schwartz factory building in that city, and will use the same for the manufacture of tobacco.

L. A. Lange Heads Yahr & Lange Company.

New President Elected to Fill Vacancy in Milwaukee Wholesale Firm

MILWAUKEE, WIS., May 26th.

BUSINESS here has been rather quiet during the last ten days. The weather has been decidedly cool, and unfavorable.

At a directors' meeting of the Yahr and Lange Drug Co., wholesalers and jobbers of cigars, L. A. Lange was elected president to succeed Ferdinand T. Yahr, deceased; Fred E. Yahr was elected secretary, and C. G. Foster, director; making the organization complete. Treasurer Rosenthal was elected at the annual meeting in February. The company is one of the oldest and best known in the Northwest and enjoy a very good business.

Harry W. Lewis, vice-president of Fay Lewis & Bro. Co., and Miss Margaret Vaughn, of Waukesha, were married in Chicago at the La Salle Hotel May 5th. The employes of the company presented them with a handsome mahogany hall clock.

Steve Surman Co. are well settled in their new home in the Wells Building. Business with them has been fair and is gradually improving.

The Fay Lewis & Bro. Co. stores all report a fair trade on all lines handled by the firm. The jobbing business is somewhat quiet.

Trade at the Abraham stores, with the exception of the Third street store, has been rather quiet. Pipes and the Herr Director are being featured at most of the stores. Robert Hitchcock has accepted a position with the firm and is at the Third street store.

Allanson continues to enjoy a good trade. The "Adia" is being featured with an attractive display.

Drexler & Jenniches have found trade quiet. They have sublet the rear portion of the store to a barber, which will reduce the running expenses considerably. They also plan to put in a partition at the extreme rear and convert the space into a smoking and lounging room for customers. The factory may be discontinued.

T. Barto has enjoyed a fair trade, he is at present giving the "Masterpiece" a boost with a large window display.

Reports from Rockford indicate that the branch of Fay Lewis & Bro. Co. in that city is doing well. Removal to new quarters in the new Cook Building at Chestnut and Church streets is contemplated.

At Menominee a cigar company has been formed under the style of The Motor Age Cigar Co., the capital is $25,000.

Roy Jones has opened a cigar store at Spooner, Wis.

Work of remodeling the corner of Third street and Grand avenue for the United State Cigar Store has been under way for over a week. Four thousand dollars will be expended by the company, who will convert the building into four small stores, which have already been let.

Joe Bimberg, of Elmira, N. Y., after several years' absence, was again in the State.

William S. Brill finished his packing at Edgerton for the United Cigar Manufacturers and left for his home in New York. The seasons' pack reached close to 15,000 cases.

John P. Coon, receiver for the American Tobacco Company's purchases in the State, has established a record, seldom, if ever before, equaled in Wisconsin. Since the beginning of the season he has weighed in from growers in all parts of the State something over six million pounds of the 1909 crop. During the busy season his dates called for the receiving of from 50 to 75 cases a day.

The buying of last seasons' crop has practically ended, and the warehouses have also about finished their work.

Cool weather and freezing nights prevailed almost throughout April and so far in May, making the growing of plants a precarious business. While the damage from the frequent frosts has not been much of a disaster to properly protected beds, the growth of young plants has been slow and unsatisfactory. It is expected that planting will be in full rush by the middle of June.

BADGER.

Cincinnati Trade is Reported Good.

Regal Cigar Company Accused of Fraud in Using the Mails—Changes Among Salesmen.

CINCINNATI, O., May 28th.

LOCAL trade is watching with interest the efforts of the National Confectioners' Association to stop the sale of candy prizes in the smaller cigar stores, on the plea that it "fosters the gambling habit". Cincinnati candy men attended a State meeting of manufacturers in that trade Thursday to formulate some mode of procedure in the matter. It is said that the "nigger in the woodpile" is the fact that several cigar manufacturers are manufacturing as a side line cheap candies for that class of trade, and are cutting in on the confectioners' business.

Wholesalers here report that business is good, with every indication of a continuance. The retail trade has been quiet for several weeks. The annual convention of the National Wholesale Liquor Dealers' Association, which was in session here last week, helped the retail trade of the high class stores. The several hundred delegates were all liberal spenders.

Earl Hemingsen, doing business as the Regal Cigar Co., is having a serious controversy with Uncle Sam. The local post office received word Friday to stop all mail addressed to that concern, on a fraud order issued by the Postmaster General. It is alleged that the concern is advertising to sell 1000 cigars for $31.50 and throw in a typewriter for good measure. The Postmaster General alleges that the typewriter is an old one with a new coat of paint, and of such doubtful value as to open the concern to the charge of fraud.

The town was all lit up last week with "Turkey Red", the new brand of cigarettes being introduced by S. Anargyros.

Walter S. Forno, formerly with Oscar Gassman & Co., is now with Charles Krohn, Walnut street.

George Houser, representing the American Tobacco Co., was in town last week pushing "Scrap Iron".

A. B. Hooker, inventor-salesman, interested some of the trade in a new sanitary pipe, his own invention, known as the "Hooker Pipe". It is manufactured by Newman Ellis, Buffalo, to retail at 50 cents.

Oscar Gassman & Co. are again showing new ideas in show-window decoration. The special Decoration Day trimming was succeeded Tuesday by a special "Racing Window". Mr. Gassman employs the show-window trimmer of a large department store in the city by the year. He declares it pays, too.

Henry Straus' retail store at Fifth and Walnut is making a special display of BBB pipes of calabash. A. Dolby, representing Adolph Frankau Co., of London, England, put in the line.

P. S. Frieder, of S. Frieder & Son, 5 East Fifth street, is in St. Louis on business.

It was announced here Friday that George L. Storm has withdrawn from the State of Ohio. Henry Straus has taken on the line for Ohio and Kentucky. Straus closes the Owl Special June 1st, and at the same time announces a new one on Robert Burns, Little Bobbies and Capaduras.

Charles Straus was in Columbus last week assisting H. R. Harner, Straus' new man in that territory.

Among the salesmen in town were "Doc" Eaton, Falk Tobacco Co.; A. W. Lenox, vice-president of Manrara Bros. Co.; Mr. Tabac, of Schinasi's; Mr. Mayless, of M. Perez Co.; Mr. Becker, Calixto Lopez Co.; Billy Higgins, Park & Tilford; Joseph Carlisle, F. Garcia & Bros.; Oscar Brown, Brown & Brown; Mr. Munson, manager of M. Melachrino; Mr. Morris, L. Sanchez & Co.

The Philip Morris Girl

Permit us to introduce to you, gentle reader, this charming Canadian girl, who recently startled the fashion worshipers by donning a costume of cigarettes. The young lady is shown sitting under a lamp which she won as a prize for her unique costume. The dress is made entirely of Philip Morris & Co.'s advertising matter, trimmed with cigarette boxes and Philip Morris labels. The hat, trimmed as it is with cigarettes, created a greater sensation than the wildest dreams of the Chanticleer promoters.

Exploiting Florida and Georgia Tobacco

WHEN the Florida Tobacco Commission Company was organized about one year ago to develop the growth and sale of tobacco grown on Florida and Georgia soil, the men back of it foresaw big opportunities. It was known that the high quality of tobacco grown in that region commended it to the most discriminating manufacturers, and that much of Florida-grown tobacco was being used by some manufacturers, who were wont to pass off this product as imported. It was realized that once the tobacco grown in that territory was bought and used solely on its merits, that the consuming public would recognize its superiority and a more general usage result.

To properly exploit Florida and Georgia tobacco before the cigar manufacturers, then, was one of the first problems which the newly organized company took up. In the short time that it has been in the field, this company has extended the scope of its operations until to-day it is operating five large warehouses in Gadsden county, Florida, and Decatur county, Ga., in which they have stored 550,000 pounds of tobacco of the 1909 crop. This tobacco is now being sorted and packed, and it is predicted that the entire packing will be completed early this month.

One of the prime movers in the Florida company is William M. Corry, the president. Mr. Corry is no stranger to the tobacco business, having been associated with Straiton & Storm and their successors, the Owl Commercial Co., for more than thirty years. In 1887 Mr. Corry went to Quincy, Fla., where he established the extensive plantation interests of Straiton & Storm, including nearly 15,000 acres of land. Mr. Corry acted as general manager of this business up to last May, when he resigned to embark for himself. Mr. Corry is thoroughly familiar with all the branches of the business, from the seed beds to the final packing of the tobacco in warehouses. For fifteen years he was engaged in the cigar manufacturing business.

The company which he organized is an independent concern and is not in any way affiliated with the merger of the large Florida tobacco interests which has recently been consummated. The tobaccos packed by this company are now being offered to the trade and some of the largest jobbers in the country are already enrolled as customers.

Change in Size of Revenue Stamps.

New Series Being Prepared for Use After July 1.

WASHINGTON, D. C., May 31st.

THE new series of revenue stamps which will be ready for use when the new law goes into effect, July 1st, will be somewhat smaller than those now in use, and come in a greater variety of denominations. Commissioner Cabell has notified the revenue authorities to exhaust all the old stamps on hand before sending in requests for new ones. The new stamp will come in sheets of twelves instead of tens up to the hundreds, and the hundreds will contain six instead of five. Stamps for cigars weighing more that 3 pounds to the 1,000 will be sold in the following denominations and sizes: 5s, 31-32 x 1 and 23-32 ins.; 10s, 31-32 x 1 and 23-32 ins.; 12s, 1 and 20-100 x 8 ins.; 13s, 1 and 20-100 x 8 ins.; 25s, 1 and 20-100 x 8 ins.; 50s, 1 and 20-100 x 8 ins.; 100s, 1 and 18-100 x 15¼ ins.; 200s, 1 and 11/32 x 16 ins.; 250s, 1 and 26/32 x 16 ins.; 500s, 1 and 26/32 x 16 ins.

Stamps for the new packages of manufactured tobacco have not yet been issued, and will be somewhat more involved than the style now in use, because of the fact that there will be different sized packages for each ¼ oz. between ½ oz. and 4 ozs., in addition to the 6, 7, 8, 10, 12, 14 and 16 oz. packages.

Lancaster Shows Improvement.

Packing Season Closing—Farmers Busy on Large Acreage—Conclave Benefited Retailers—Cigar Trade Reviving.

LANCASTER, PA., May 28th.

THE tobacco packing season is now rapidly drawing to a close, for not only has about all the tobacco been bought and received from the farmer, but in the majority of cases it has about all been packed into cases. There are a few exceptions, of course, and there are also a few crops remaining in farmers' hands, but they are so scattered about the country that buyers are no longer driving, and samples will no doubt have to be brought into town, if farmers wish to move their crops yet.

After a pretty carefully made survey about the county, I do not hesitate to state that if conditions continue favorable there will probably be a large increase in acreage this year. In fact, transplanting is now in progress, and the work will be vigorously pushed forward.

Plant beds generally are looking good, and present indications are favorable to a good crop. There is some fear of an unusual amount of attack by cut worms, but with a little preliminary work that danger can be at least minimized, if not almost entirely eliminated.

It has been a gala week in Lancaster, and for several days the town was well filled with visitors. First the throngs came here on Tuesday last to witness the parade of the Knights Templar, and on Thursday many of them returned to see the circus parade and performance, and as a result of these jubilees the retailers had an unusually brisk trade.

Traveling salesmen had, however, been warned that hotel accommodations would be taxed heavily, and they seemed to avoid this city pretty well during the early part of the week, and among those who came in later were I. N. Jacoby, with Meyer & Mendelsohn, New York, and Sam Kaufman, with Wm. Steiner, Sons & Co.

L. A. Wheeler, of Allen & Wheeler, Troy, O., after spending several days here, has just returned to his home.

D. J. Simson, of the newly organized cigar manufacturing firm of Dana-Cates, Simson Co., at Ironton, O., was visiting friends in this city this week. Mr. Simson informs us that operations will be commenced on Monday next with a force of about 75 hands, and that the firm has good prospects ahead for a fine volume of business.

J. Bowman & Bro., of this city, have just completed their packing of Pennsylvania tobacco, and began on 1909 Zimmer Spanish, which was purchased some weeks ago by the head of the firm, who was then driving in Ohio, and they are well pleased with the selections.

Present indications look like a walk-over for A. B. Hess, a well-known local packer of leaf tobacco, who is a candidate for the State Legislature. Mr. Hess not only has the endorsement of the republican organization, but of a large number of influencial business men as well.

G. Henry Sachs, well-known manufacturer and retailer at 156 East King street, has secured the services of Roy Hackenberger, who is a well-known young man about town, as a city salesman and clerk in the store.

Simon Shissler, local distributor of Regensburg's "American" cigars, made a special feature of that line of goods in a window display this week, and which no doubt will prove of value to the goods in this city.

L. L. Straus, at 167 Queen street, whose establishment was closed by financial difficulties, has not yet succeeded in effecting an adjustment of his affairs.

The cigar industry now shows some signs of improvement, and several local manufacturers are advertising for more cigarmakers. This is, indeed, an encouraging sign, and it is to be hoped that it will be of some permanency.

Changes in the Reading Factories.

Removals and Enlargements Necessitated by Growing Business.

READING, PA., May 28th.

THE cigar industry here has shown considerable improvement during the past two weeks, and by some factories additional cigarmakers are needed. Good hands would have no difficulty in obtaining employment in Reading at satisfactory wages and steady work.

Orders have lately come in at an increasing rate to Yocum Bros., for their "Y-B" and "Spana Cuba" brands. A full force of cigarmakers is at work.

H. G. Burky was recently among the more fortunate manufacturers in booking good sized orders, having scheduled one for 250,000 cigars from one large Western distributing house. Mr. Burky's goods have also attracted attention on the Coast and recently some attractive business has come in from San Francisco. The present factory facilities are taxed. Locally this line of union made cigars is also growing in public favor, and a large number of stores now carry them in stock.

Eline & Kutz have again outgrown their quarters on North Eleventh street, and will shortly remove to 133-135 North Third street, where they have purchased a building which is now being renovated. This firm was established about five years ago, and since that time they have made three moves, each time into larger quarters, but they believe they now have a building which will meet all requirements for many years to come.

Charles Ream, since his removal from 411 Washington street, which premises he sold recently, has located at 329 Washington street.

Joseph I. Levy, of the Ashland Cigar and Tobacco Co., recently visited the trade in Reading, and placed several nice sized orders for goods for later shipment.

The retail store of Charles W. Potteiger, at Sixth and Washington streets, is undergoing extensive interior renovations, which will greatly add to its present attractiveness.

George W. Lehr, at 912 Penn street, is planning an extensive campaign of exploitation on his "Potentate" cigar. This cigar is not a new product, but already has many followers in various parts of the country, and Mr. Lehr feels that the cigar deserves more publicity than he has heretofore given it.

W. W. Stewart & Son are now putting the finishing touches on their new factory, at Greene and Cedar streets, by giving it a coat of paint on the exterior in vermilion red. It is a strong contrast with the buildings around it, and is very noticeable from a considerable distance.

W. W. Reigel, leaf dealer, at Third and Greenwich, is devoting much of his time to the erection of a new building immediately adjoining his warehouse, and which when completed is to be used for an automobile garage.

Theodore Bixby, with the American Sumatra Tobacco Co., was a recent visitor in Reading.

Mr. King, representing H. A. Tyler & Co., manufacturers of cigar box lumber, at Cincinnati, O., has recently called on the box manufacturers in this vicinity.

Clarence Levy, of the International Seal and Knot Protector Co., Philadelphia, who was a late visitor here, has placed a new seal for use in shipping cigar cases among cigar manufacturers.

BERKS.

William T. Taylor, U. S. representative of Rodriguez, Arguelles & Cia, left on May 13th for a two weeks' trip to Chicago and the Middle West in the interest of the Romeo y Julieta.

At the new cigar store of Edward Mayer, 34 John street, New York, the leading brands shown include the "Webster," "William IV" and "Belinda" cigars.

York Factories Rushed With Orders.

Manufacturers Handicapped By Scarcity of Skilled Workmen.

YORK, PA., May 28.

CIGAR MANUFACTURERS here seem to think they have all the troubles in the world. And judging from their constant complaint, they have many troubles. Only a short time ago they complained bitterly of a lack of orders, and now the cry among not a few is that they cannot get cigarmakers enough to get goods out fast enough to fill orders promptly. And so it goes on from one thing to another.

One of the oldest and largest manufacturers in this city explained to the writer the other day that the city was becoming overrun with industrial establishments, employing both male and female help, and that higher wages were being paid in other lines than cigarmaking would afford. During the protracted dull spell in the cigar trade many workmen found employment in other lines and are now reluctant to return to the cigarmaker's bench.

Besides this, very few apprentices have been taken on during the past few years, and yet some new factories have located in York drawing from former factories.

The makers of higher grades of goods are feeling it most, because they cannot so readily secure an additional supply of goods from factories around in the county.

A general improvement, however, is noticeable in the cigar trade, and, in fact, a few factories have done some night work in the hope of getting some stock ahead.

Celestino Costello & Co. are at present among the very busy ones, and have been advertising extensively for additional cigarmakers, at a good rate of wages. They have need for an increased production of their "Barrister," a ten-cent cigar, and "The Roundup," a nickel product.

Seth Warner, of Herman Warner & Co., returned recently from a business trip through the Middle West, where he met with good success in the introduction of their "Pulliam" brand, and their force of cigarmakers is being increased as rapidly as possible.

John F. Reichard, leaf dealer, made a flying visit to Pittsbugh this week. He closed an important sale of leaf and returned to York, all within thirty-six hours.

H. G. Blasser, of H. G. Blasser & Co., Ltd., leaf dealers, returned this week from a several weeks' trip through Western Pennsylvania and Ohio.

Jos. Wedeles, of Wedeles Bros., Chicago, accompanied by Mr. Miller, their traveling representative, called on the trade here this week.

J. K. Pfaltzgraff & Co. have secured the services of E. C. Williams as traveling representative, and who is taking up the territory heretofore covered by the late Robert Mortland, of Pittsburgh. During his initial trip over a part of the territory he succeeded in opening several desirable new accounts on their "College Widow" cigar, which is a nickel leader with this firm.

When C. S. Gable returned to his office at factory headquarters here this week, he found that orders had come in from all sides by mail, and, adding to it the list brought in by him, his factories will be kept busy for some time to come.

The "Robert Burns" cigar are being featured in a special window display at Kline Bros.' cigar emporium, on East Market street.

"Sabarosa" cigars are now being introduced in this section through the efforts of H. E. Hain, local distributor. Mr. Hain also handles quite extensively the "Thos. Shadwell" five-cent cigars from the factory of H. F. Martin here.

Charles Stallman & Son are this week devoting their bulk window to displays of Bayuk Bros.' "Blunts" and the "44" cigars of the Forty-four Cigar Co. of Philadelphia.

Theo. Bixby, representing the American Sumatra Tobacco Co., has been in town lately showing a line of their goods.

Clarence Levy, representing the International Seal and Knot Protector Co., of Philadelphia, has lately introduced their new seal for shipping cases to a large number of cigar shippers in this section.

Cornelius Snyder and George A. Kohler, of York, and W. H. Raab and Howard Kohler, of Dallastown, attended the conclave of Knights Templars at Lancaster this week.

Improvement Noted in Baltimore.

Manufacturers Report Increased Business—Col. Scheffey's New Stand

BALTIMORE, May 28th.

TRADE in this city shows a gain in the volume of business lately, and most manufacturers are operating with full forces.

Leaf men also enjoyed a more extensive trade during the past two weeks, with collections much improved, showing conclusively that factories are feeling a return of better times.

On Monday last the well-known leaf firm of M. Kemper & Sons had one of the heaviest day's business that they had experienced in some time. Every letter received contained an order for some goods. The salesmen started out on Monday and almost immediately some business was reported by them.

Mr. Brockman, with G. Liebman & Dellevie, leaf packers and dealers, returned to office headquarters on Monday last, after a short, but very satisfactory business trip through Pennsylvania.

Some notable changes have taken place to the cigar store at German and Calvert streets, since Lewis C. Scheffey & Co. succeeded the Brink von Hartz Co., some weeks ago. The store, with its solid cherry fixtures, is one of the most attractive in the central part of the city, and has been thoroughly restocked with a complete line of high-grade goods and smokers' articles.

In addition to several leading brands of imported Havana cigars, a prominent place is given to products of E. Regensburg & Sons, "American"; Cortez Cigar Co's. "Cortez", Duncan & Moorehead's "Marcello", and the Sanchez & Haya line.

Although Colonel Schefley is giving careful attention to the store, he finds time to look after his several commission accounts, prominent among which are the line of nickel and ten cent goods made by F. H. Beltz, of Schwenksville, Pa., and the stogie line of John Slater & Co., Lancaster, Pa. A full line of the goods of each of these manufacturers is carried in stock, and local dealers are supplied direct by Mr. Scheffey.

Colonel Scheffey gained distinction many years ago as one of the men who introduced the "Old Virginia Cheroots" in the market, and he has been engaged in the business ever since.

Lilly, Duncan & Co., continue to cater effectively to the higher class trade on their lines of fine Havana cigars, and are easily among the largest handlers of goods of this class in Baltimore.

A most artistic window display is being made this week on the Baltimore street side of the store of the Birmbaum Cigar Co., at Hanover and Baltimore streets. The attraction is "The Wizard", a nickel cigar from the factory of Kraus & Co., of this city.

ORIOLE.

Strike of Cigarmakers in Canada.

A number of cigar manufacturers, at a meeting in London, Ont., on May 12th, decided to grapple with the strike situation at once, and notified their employes that unless they returned to work at once they were discharged. The employers refused to pay the 10 per cent. increase demanded by the unions and declared that if it were necessary, cigarmakers would be imported from Montreal.

Business Quiet on Pacific Coast.

Retail Trade Well Maintained in Cities—The Manila Situation,

SAN FRANCISCO, May 20.

THE local situation shows no marked change, most of the unsatisfactory features being as pronounced as ever, though there is less complaint than for the last few months. The volume of retail trade is well maintained, and some dealers report a little improvement in the last few weeks. It is believed that the prospect of the heavyweight championship prize-fight being held in San Francisco is responsible for a part of the improvement, and quite lively times are expected for a few weeks before the fight comes off. From that time until fall the city trade is apt to be quiet, but the fall season is expected to be considerably better than last year. Country orders are becoming a little smaller, as summer weather is already commencing, but while outside dealers are disposed to carry lighter stocks, they are moving about as many cigars as ever, and look for a satisfactory season.

The largest shipment of Manila goods to arrive for some time came in about the first of the week on the steamer "Mongolia," mostly consigned to local brokers and jobbers, and is now being delivered. No great interest is now taken in the Manila goods here, though the goods have become pretty well established. The special advertising they first received has for the most part been abandoned. There is still a good inquiry from the interior of the Coast States, and large lots are moving East. The selling of the same brands to all jobbers indiscriminately has led to considerable price-cutting, and some goods have been offered at retail at such low prices as to take the profit out of the business. A good many local interests have accordingly quit pushing the goods, and are simply getting in stock to fill such orders as come in.

H. L. Judell, of H. L. Judell & Co., is a leader in the Commercial Travelers' organization on the Coast, and is spending a few days in San Diego, Cal., to attend the State Convention. He is expected back early next week. E. Judell is spending a couple of weeks in Nevada, calling on the trade in all parts of the State. Business in the agricultural district of Nevada has been improving steadily for some time, and has now attained some importance, though not as large as that of the mining regions a few years ago.

L. A. Sawyer, agent for P. San Martin & Co., returned from Nevada early this week, after spending some three weeks with the trade there. He states that business in the mining camps is picking up again, after a long period of depression, and in view of the rapid development of that country he looks for improvement.

Alfred Esberg, vice-president of M. A. Gunst & Co., has just returned after over a month's absence in the East. M. A. Gunst & Co. state that the shortage of Manila goods in their stores has been relieved by the arrival of about 400,000, mostly five-cent goods, on the "Mongolia." They are still pretty closely cleaned up on their "Van Dyck" cigar, and "General Arthurs" and other "staple" lines are getting their usual strong demand. Julius Unger, the company's manager in the Hawaiian Islands, is sending in very favorable reports regarding his territory. Henry Frey, the local traveling man, has just returned from Reno, Nev.

Leo Weiss, general manager of the West Indies Sales Company, has been in San Francisco for the last week, calling on his representatives, Rinaldo & Beebe, who handle the "Music Master" and "Bingo" brands, and Tillman & Bendel, agents for "La Turina." He is about to leave for Portland, Tacoma and Seattle.

Local detectives last week arrested three members of a skillful gang of cigar store burglars who had caused a lot of trouble. They have been connected with the recent robbery of Herman Kieser's place, at 1338 Golden Gate avenue, and have been charged with burglary.

Arthur Meyer, representing the "Alexander Humboldt" cigar, is about to leave for Southern California, where he will spend the rest of the month.

H. L. Pollak, representing the C. S. Gable Company, of York, Pa., is calling on Wellman, Peck & Co., in San Francisco.

Sol Arkush, traveling for the "Luis Martinez" cigar, is expected here in a day or two.

D. Rinaldo, of H. Rinaldo & Co., is traveling in the interior in the interest of the "La Venga" cigar of Celestino Vega & Co. T. D. Becker, Coast representative of this line, is now in the South, and will call on the trade through the Southwest.

The stand formerly occupied by A. G. Daly, adjoining the Orpheum Theatre, has been bought out by the Floral City Cigar Stores Company, controlled by E. Trittenbach, of San Mateo, Cal. The manager of the San Francisco store is Guy Vickers.

M. J. Levi, president of the American West Indies Sales Company, will arrive on the Coast next week.

W. W. Levine, a New York cigar manufacturer, is in this city, accompanied by E. P. Cordero, a Havana tobacco planter.

G. W. Whitaker, manager of the John Bollman cigarette factory, is spending a couple of weeks in the North.

Frankel, Gerdts & Co., the San Francisco cigar manufacturers, are putting on a lot of additional help in their factory, in view of their increasing business along the Coast. They added about fifteen cigarmakers to the force last week.

S. M. Chase, of Louis Ash & Co., arrived from the North last week, and after visiting the Edw. Wolf Company for a few days went on to Los Angeles.

Charles Mattheas & Co., agents for E. Regensburg & Sons, expect to see M. Regensburg in the city within a few days.

Charles H. Knubel, Coast representative of the Salvador Rodriguez factory, is making a tour through the North.

Charles Evans, a retailer of Goldfield, Nev., expects to start a stand in San Francisco.

J. Norden and George Schmulian, formerly with the Bouquet-Cohn Cigar Company, have started a new stand at 105 Powell street.

FRISCO.

At the Home of Prince Albert.

SOME Atlanta business men recently visited Winston-Salem, N. C., and sent back the following to the "Atlanta Journal" as an impression of what they saw:

"W. R. Reynolds, vice-president and general manager of the R. J. Reynolds Company, at Winston-Salem, personally conducted the pathfinders through the tremendous building of several stories that constitute the main one of the company's sixteen tobacco factories in Winston-Salem. Here the visitors saw the tobacco manufacturing process from the moment the raw leaf is received till it is nailed in boxes ready for shipment.

"They watched the hundreds of negroes on the floor deftly stripping the stem from the leaf and piling the stems aside to be weighed in pounds at the end of their working day.

"They saw the packing machines that form the plug and witnessed the wrapping process and all the other interesting details of preparing tobacco for the world's market.

"They listened to the negroes catch up a chorus of song to greet their visitors. They watched the deft and expert women employees in another department grade and separate the leaf. From top to bottom of the big manufactory they were led by Mr. Reynolds, winding up in the department where the tin boxes for smoking tobacco are cut and clamped and perfected, and passing last of all to the freight department with its air of a big railroad headquarters.

"As they were departing Mr. Reynolds presented the visitors with an ample supply of Prince Albert smoking tobacco and other products of the factory."

A Growing Pennsylvania Enterprise.

H. BELTZ, cigar manufacturer, Schwenksville, Pa., has just returned from a successful trip through New York State pushing a new brand of cigars. Mr. Beltz did considerable business and opened some new accounts. His factory at Schwenksville was founded some twenty years ago, when, with meagre capital, he started in business for himself. He would make cigars by day and in the evenings go out and sell to the trade. He had the right idea, however, of giving the best quality for the least money, and on these principles his business has expanded rapidly. To-day he employs sixty hands and his output exceeds 10,000 cigars daily, and the scope of his trade reaches from coast to coast.

His rule has been to understand and master every problem of cigar making and, if necessary, he could go to the bench now and make cigars. Mr. Beltz personally looks after the Eastern trade; his son, R. T. Beltz, acts as office manager, and the various salesmen in different localities see that the Beltz output is well distributed.

To Push the Morris Tobacco Stemmer.

THE National Tobacco Stemming Machine Co., a notice of whose incorporation was published in the last issue of THE TOBACCO WORLD, has secured control of the Morris patent tobacco stemming machine and intends to manufacture and push it extensively in the tobacco market. The Morris machine is acknowledged by experts and manufacturers who have seen it to be a wonderful piece of mechanism, which will successfully and economically stem tobacco.

The company is getting out a prospectus exploiting the machine and expects to conduct an active campaign. The officers of the company at present are F. I. Billings, president, and Jos. F. McKellip, secretary and treasurer. These two, with Ralph C. Lupton, of Wilmington, Del., compose the Board of Directors, but it is intended to add several prominent Baltimore men to the Board of Directors in the near future.

Recent Patents of Interest to Tobacconists.

951,592. Cigarette case, John Chantellier, Arlington, N. J.
951,308. Tobacco pipe, Wm. E. Elam, Washington, D. C.
951,728. Cigar box, Thomas E. Fearon, Philadelphia, Pa.
951,569. Tobacco pipe, John Madrow, Chicago, Ill.
951,650. Machine for treating tobacco, etc., Wm. Miller, Philadelphia, Pa.
951,582. Coating for tips of cigars, Conrad Schroeder, E. Levi and A. J. M. Lasche, Milwaukee, Wis.
951,467. Cigar cutter, Edwin Walker, Erie, Pa.
952,337. Pipe stem, Max Kolf, St. Louis, Mo.
952,160. Receptacle for match boxes, ashes, and the like, Clyde S. Whipple, Portland, Ind.
951,977. Rotary drier, Freeman R. Willson, Jr., Worthington, Ohio.
951,978. Mechanism for treating tobacco and other materials, Freeman R. Willson, Jr., Worthington, Ohio.
40,576. Design, cigar band, Louis Ettinger, New York, N. Y.

Late South African Statistics.

The following details of imports compiled by the South African Customs Statistical Bureau, Cape Town, show that the South African demand affords a ready market of which this company may expect to secure an important share:

	Unmanufactured.		Manufactured.	
	Weight. lbs.	Value. £	Weight. lbs.	Value. £
1907	1,097,690	45,450	417,812	114,788
1908	1,191,637	50,964	329,711	101,552
1909	1,126,052	52,445	346,946	112,444

Missouri's Corncob Pipe Industry.

MISSOURI'S unique industry, the converting of crude and practically worthless corncobs into a valuable commodity known the world over as "Missouri meerschaum pipes," broke all records for quantity, quality and value of production during the year just closed, according to advance information by Commissioner J. C. A. Hiller, of the State Bureau of Labor Statistics.

Missouri's production of corncob pipes, the modern pipes of peace which make tobacco taste its sweetest, amounted in 1909 to 27,733,260 pipes, as compared with 24,481,845 pipes for the year 1908. This was the output of seven factories, and in addition to which they manufactured 454,236 wooden pipes, 152,784 pipe cleaners and 1,881,484 extra stems.

In all, according to the Labor Bureau, the seven factories which reported for 1909 employed 301 men workers and 52 women or girls, who drew in the course of that year $137,327 in salaries and wages. The raw material required to produce the pipes cost $199,981, most of which went to farmers for cobs, which formerly were considered useless and either burned as fuel or used to fill swampy lands.

"Missouri meerschaum" pipes are used the world over, being as familiar on the streets of the cities of Norway and Sweden, Australia, Germany, South Africa, New Zealand, England and Ireland as they are in St. Louis, Kansas City or Chicago.

Better Goods in Demand at Pottstown.

POTTSTOWN, PA., May 28th.—Retail cigar dealers here have during the last few weeks experienced a noticeable increase in the volume of business.

The local industries are largely in the iron line, and in which work is quite plentiful at present. As a result the sale of finer grades of goods is again increasing, but with a corresponding decrease in the sale of cheaper lines. That fact is really encouraging to local tradesmen.

The cigar manufacturers are beginning to benefit by the improved business conditions, and more hands are being put to work.

George S. Miller & Co. have lately booked some nice orders, as a result of a visit among the trade by Mr. Kratz through the coal region territory. A number of repeat orders have also come in lately from the West, where their "Ambrosio" brand has long enjoyed a good sale.

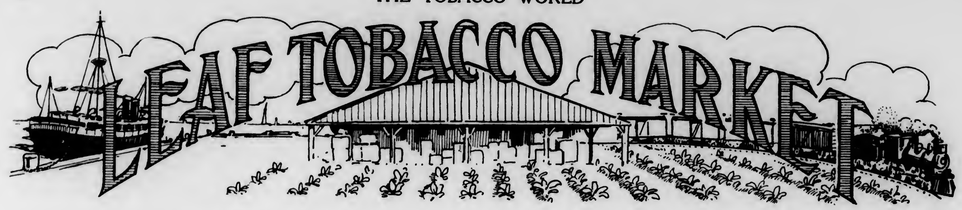
Roesch Bros. are making a vigorous drive on their "Indian Ax" brand, and a steadily increasing sale has been the result. Within a radius of probably twenty-five miles there is said to be not a single retail establishment where this cigar is not on sale. So well is this brand being received locally that the firm now contemplate a more extensive campaign.

C. B. Lessig & Bro., jobbers and retailers, are carrying a general line of popular brands of cigars, tobaccos, etc. They report a moderate trade at this time, but that there is still room for a little more improvement.

A new retail establishment was recently opened by Allen H. Smith at 313 High street, where a high class of trade is being catered to by a choice line of all the more popular brands of goods.

His line includes such well-known brands of clear Havana cigars as the "Marcello", of Duncan & Moorehead, Philadelphia; "Leda", of T. H. Hart & Co., Philadelphia, and "Jules Verne", of A. Ramirez & Co., of Tampa. In the 10 cent variety his specialty is the "General Schuyler", made by George S. Miller & Co., Pottstown, Pa.

Grant M. Koons, a manufacturing retailer, claims the distinction of being the oldest cigar manufacturer in the town, but until a few years ago was engaged as manager of other factories. Now he is making a special drive on the "Little Coon", a five cent product of his own make.



NEW YORK.

NEW YORK CITY.

THE greater activity displayed in the leaf market during the opening weeks of the month have been more than offset by the desultory condition which has prevailed during the past ten days. For more than a week past less activity than is usual at this time of the year has been experienced. Not only have actual sales been light, but it appears that inquiries are not coming in so strongly as they did. Leaf men, however, do not seem to attach any special significance to this fact, and are still sanguine that their holdings, particularly Wisconsin binder leaf and old Pennsylvania stock, will eventually find its market, notwithstanding the present apparent lethargy.

The Sumatra market has shown some little activity in both old and new goods. Old tobaccos have been preferable, probably by reason of the price at which they are offered, while the new goods are also commanding greater attention. With the importations falling so far behind last year, manufacturers are apparently beginning to study the conditions more closely, that not only old stocks are being cleaned up in the market and the new goods at higher prices don't seem near so bad a purchase to them as they did at first.

The Havana market is still dull. Recent favorable weather conditions in Cuba helped somewhat in relieving the tension under which packers were laboring, but tobaccos are by no means all taken from the pole.

PENNSYLVANIA.

PHILADELPHIA.

IN A general way the local leaf tobacco market has not shown any particular activity during the past three weeks, and yet some few small lots of '08 Pennsylvania changed hands. Several sales of Connecticut leaf have been reported and some active trading was going on recently in Zimmer Spanish tobaccos. Local buyers who recently visited Connecticut seemed to have all come back with some purchases made.

The Sumatra market is going along at a moderate pace, but manufacturers seem to be buying rather sparingly. It is rather difficult to determine whether there is really any favoritism between the old and new goods. Offerings of new goods recently made in this market seemed to have attracted some attention among local dealers.

In Havana tobacco the market conditions seem practically unchanged. Moderate purchases are being reported by our importing houses.

LANCASTER.

Leaf tobacco men report that there is no improvement in the sale of old goods, and on the other hand it has been pretty definitely ascertained that there are really no large quantities of old goods remaining in first hands. Lancaster warehouses are still filled with an abundance of 1908 leaf, but much of it has been sold by packers to other dealers, cigar manufacturers, etc. There is still some intermittent buying of 1908 crop. They are becoming so widely scattered, however, that progress is necessarily slow. Recent prices appear to be maintained at this time.

The recent cool weather has greatly retarded the progress of transplanting, although plant beds are in pretty good shape, and indications are that a large acreage will be set out this year. During the past week a great deal of tobacco was planted, although the work was interrupted frequently by local showers. Damp weather is an admirable time for transplanting tobacco, but actual rains, of course, result in a temporary suspension of work.

Of the 1909 crops which have been delivered to local warehouses, the major portion has been packed into cases and is now ready for the fermentation process. Bulb sweating has been considerably in vogue this year, and just this past week the writer was privileged to inspect several large piles which had come through the heat in fine shape. We believe it is not an exaggeration when we say that there is much of the 1909 tobacco that shows excellent quality

READING.

Local packers are about completing their work in handling the 1909 crops. Their purchases are perhaps larger than during the average year and represent selections made mostly in the northern section of Lancaster county and in Lebanon county.

ALLEGHENYVILLE.

New tobacco sheds are being erected in this section and extensive preparations are in progress for the raising of a largely increased acreage of tobacco this year.

NEW ENGLAND.

SUFFIELD, CONN.

TOBACCO GROWERS of this section are still complaining of the unsatisfactory results obtained by them for their tobacco crops of the past two years. They attribute it to be due partly to the methods of buyers, and partly to the fact that a large number of crops were not up to the standard. This section of the State has enjoyed a reputation for producing a high quality of leaf and has been regarded as the banner district of the Connecticut valley. Havana seed has been raised by the use of cottonseed meal and cotton-hull-ashes (cottonseed meal to furnish the nitrogen and vegetable matter and cotton-hull-ashes to supply the required percentage of potash). Farmers, however, are complaining that it is impossible to get cotton-hull-ashes, and therefore they find it necessary to endeavor to obtain some other form of potash fertilizer. It may be that this can be procured in some form of mineral salts, but a large part of it would be soluble and might upset the chemical balance of the land.

Fault is also being found with the continued raising of crop after crop on the same, and it is stated that there are strips of land in this section which have been devoted to tobacco raising for from twenty-five to thirty years without interruption. Some of the really successful farmers are staunch advocates of crop rotation and there seems to be no good reason why this theory should not be applied to tobacco culture.

WINDSOR.

Transplanting of tobacco has progressed very steadily in this section. A majority of the farmers commenced transplanting as early as possible this year, and in some instances they have about completed the work. The acreage promises to be fully up to last year, if in fact, it may not actually exceed it.

TARIFFVILLE.

Ariel Mitchelson has begun setting his tobacco and was one of the first in that section. He is again devoting his energies to tent grown leaf and this year will grow quite a number of acres.

BARKHAMSTEAD.

As late as the 16th tobacco plants were reported to have been nipped by frost. Some of the more enterprising farmers sprinkled water on their plants before sunrise and thus saved them.

POQUINOCK.

Considerable tobacco has already been set out in this town, but they have been deterred somewhat by the cold weather. Young plants seem to be in abundance this year in this vicinity.

WISCONSIN.

EDGERTON.

THE tobacco buying movement is gradually drawing to a point where only occasional transactions are taking place, for the remaining fractions of last season's crops are reduced to a small figure. During the rains of the past few weeks growers were enabled to remove the last hangings of tobacco in the northern sections of the State. It is rather an unusual occurrence to have crops remaining in the sheds until after the middle of May.

Warmer weather has followed the rains of the past few weeks and the plant beds are now in condition to come forward rapidly. There is every prospect that the plants will be ready for the fields by the usual transplanting time.

STOUGHTON.

According to reports from the growing districts, seed beds are doing well, with some plants having as many as six leaves. It was thought for a time that transplanting would be badly delayed because of injury to plants, but warm weather from now on will advance the season a couple of weeks. The snow and cold weather did not ruin all the beds, nor all the plants in any bed, and growers say they are really satisfied with the present outlook.

ALABAMA.

BAY MINETTE.

THE residents of Robertsdale and Somerdale are very busy at present setting out their tobacco plants. Many of them held back, hoping that it would rain, but the failure to receive the downpour in time has forced them to use artificial methods to furnish the tender plants with water. The famous Sumatra tobacco is the variety being planted by most of the farmers, and many acres of land in this section are shaded for the especial purpose of producing a thinner leaf.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark
For Searching a title which does not result in registration, 25 cents.
For transferring and Publishing Transfer of Registration, 50 cents.
For issuing Duplicate Certificate of Registration, 50 cents.
☞ Applicants should be careful to fully specify the use of desired Trade-Mark

GEORGE OF ENGLAND:—20,153.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 9, 1910, at 9 A. M., by American Lithographic Co., New York.

JOHN Q. A. WARD.—20,154.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 9, 1910, at 9 A. M., by American Lithographic Co., New York.

ROONEY LEE:—20,155.
For cigars, cigarettes and cheroots. Registered May 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

ROCKSTRO:—20,156.
For cigars, cigarettes and cheroots. Registered May 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

BOB SCOTT:—20,157.
For cigars, cigarettes and cheroots. Registered May 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

NICK AND JACK:—20,158.
For cigars, cigarettes and cheroots. Registered May 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

LITTLE SISTER:—20,159.
For cigars, cigarettes and cheroots. Registered May 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

BROWN DUKE:—20,160.
For cigars, cigarettes and cheroots. Registered May 9, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

NATIONAL BAR:—20,161.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 9, 1910, at 9 A. M., by Schmdit & Co., New York.

ROYAL ORATOR:—20,162.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 9, 1910, at 9 A. M., by Schmidt & Co., New York.

DACASI:—20,163.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 9, 1910, at 9 A. M., by The Danta-Cates-Simson Co., Newark, O.

MIDLAND EMPIRE:—20,164.
For cigars. Registered May 9, 1910, at 9 A. M., by Thos. Manley, Billings, Mont.

T. A. N.—20,165.
For cigars. Registered May 9, 1910, at 9 A. M., by Thos. A. Noto & Co., Scranton, Pa.

EL NOTOCO:—20,166.
For cigars. Registered May 9, 1910, at 9 A. M., by Thos. A. Noto & Co., Scranton, Pa.

EARL MARSHAL:—20,167.
For cigars, cigarettes and cheroots. Registered May 9, 1910, at 9 A. M., by Petre, Schmidt & Bergmann, Philadelphia.

ANETHA:—20,168.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 9, 1910, at 9 A. M., by E. A. Moffat, New York.

WASHINGTON UNION FIVES:—20,169.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 9, 1910, at 9 A. M., by Symons-Kraussman Co., New York.

THE COMING CIGAR:—20,170.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 9, 1910, at 9 A. M., by Heineman Bros., Baltimore, Md.

TOBASCO:—20,171.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 9, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

670:—20,172.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 9, 1910, at 9 A. M., by T. A. Wadsworth Detroit, Mich.

DETROIT PUFFS:—20,173.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 9, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

CASS MOTORS:—20,174.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 9, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

DIOSA DEL MUNDA:—20,175.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 10, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

WOODCREST.—20,176.
For cigars. Registered May 10, 1910, at 9 A. M., by J. P. Kilfeather, New Haven, Conn.

SWEET SCENTED:—20,177.
For cigars. Registered May 10, 1910, at 9 A. M., by Jacob G. Shirk, Lancaster, Pa. (Used since 1888.)

GEORGIAN COURT:—20,178.
For cigars, cigarettes and cheroots. Registered May 10, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

LORD WORTH:—20,179.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 10, 1910, at 9 A. M., by Schmidt & Co., New York.

MOERLEINS:—20,180.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 11, 1910, at 9 A. M., by Wm. L. Crook, Atlantic City, N. J.

ALL TOBACCO:—20,181.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 11, 1910, at 9 A. M., by Wm. L. Crook, Atlantic City, N. J.

SPECIAL DESIGN AS PER ILLUSTRATION:—20,182.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 12, 1910, at 9 A. M., by Gilbert Cigar Mfg. Co., Philadelphia.

AMSDELL:—20,183.
For cigars. Registered May 12, 1910, at 9 A. M., by Walter Bedford, Pittsfield, Mass.

LA ISABELA DE LUZON:—20,184.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 12, 1910, at 9 A. M. by Chas. Stutz Co., New York.

BELADOR:—20,185.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 12, 1910, at 9 A. M., by Schmidt & Co., New York.

LUVENA:—20,186.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 12, 1910, at 9 A. M., by Schmidt & Co., New York.

VANDALIA:—20,187.
For cigars. Registered May 13, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

CARPALITA:—20,188.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 13, 1910, at 9 A. M., by E. Karpel, New York.

REGAL CINCH:—20,189.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 13, 1910, at 9 A. M., by L. O. Shinkle, Detroit, Mich.

LITTLE BLACK CYRUS:—20,190.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 13, 1910, at 9 A. M., by Brinker & Habeney, Indianapolis, Ind.

LITTLE BROWN CYRUS:—20,191.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 13, 1910, at 9 A. M., by Brinker & Habeney, Indianapolis, Ind.

TRESELA:—20,192.
For cigars. Registered May 13, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

MISPEC:—20,193.
For cigars. Registered May 13, 1910, at 9 A. M., by Gilbert Cigar Mfg. Co., Philadelphia.

HAMILTON COURT:—20,194.
For cigars. Registered May 13, 1910, at 9 A. M., by Gilbert Cigar Mfg. Co., Philadelphia.

ZENETA:—20,195.
For cigars. Registered May 13, 1910, at 9 A. M., by Gilbert Cigar Mfg. Co., Philadelphia.

VAN WALL:—20,196.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 14, 1910, at 9 A. M., by American Lithographic Co., New York.

SEELO VISTA:—20,197.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 14, 1910, at 9 A. M., by American Lithographic Co., New York.

QUINARY:—20,198.
For tobacco. Registered May 14, 1910, at 9 A. M., by The Hillman Tobacco Co., Brooklyn, N. Y.

TYPICAL:—20,199.
For tobacco. Registered May 14, 1910, at 9 A. M., by The Hillman Tobacco Co., Brooklyn, N. Y.

ELIHU-BURRITT:—20,200.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 16, 1910, at 9 A. M., by Wm. Radil, New Britain, Conn.

NAVAL KING:—20,201.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. Registered May 16, 1910, at 9 A. M., by Sig. Strauss, New York.

LUIS DIAZ:—20,202.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 16, 1910, at 9 A. M., by Schmidt & Co., New York.

SCOTCH BOY:—20,203.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 16, 1910, at 9 A. M., by Thomson & Hoffman Cigar Co., Boston, Mass.

LA COPILLA:—20,204.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 17, 1910, at 9 A. M., by American Lithographic Co., New York.

QUEEN MOTHER:—20,205.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 14, 1910, at 9 A. M., by American Lithographic Co., New York.

BLUE MANTLE:—20,206.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 14, 1910, at 9 A. M., by American Lithographic Co., New York.

EL NONESO:—20,207.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 17, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York.

THE CORE:—20,208.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 17, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

11-30:—20,209.
For cigars. Registered May 17, 1910, at 9 A. M., by The Acushnet Cigar Mfg. Co., New Bedford, Mass.

LITTLE COMAR:—20,210.
For cigars. Registered May 18, 1910, at 9 A. M., by The Cores-Martinez Co., Philadelphia.

LONG HAUL:—20,211.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 18, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

BIG HAUL:—20,212.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 18, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

U. S. W. V.:—20,213.
For cigars. Registered May 18, 1910, at 9 A. M., by Charles A. Weidner, Reading, Pa.

JOVANA:—20,214.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 18, 1910, at 9 A. M., by Sheilds-Wertheim Co., Cleveland, O.

FIV-E-NA:—20,215.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 18, 1910, at 9 A. M., by Sheilds-Wertheim Co., Cleveland, O.

SAMURAI:—20,216.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 18, 1910, at 9 A. M., by The Marathon Eg. Cigarette Co., Boston, Mass.

JOSE GARCIA:—20,218.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 19, 1910, at 9 A. M., by Alvarez & Garcia, New York.

ROVESKA:—20,219.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 19, 1910, at 9 A. M., by American Lithographic Co., New York.

LA SOMNA:—20,220.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 19, 1910, at 9 A. M., by Chas. Stutz Co., New York.

MARIE'S GARDEN:—20,221.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 19, 1910, at 9 A. M., by D. Miller, Philadelphia.

MACRINO:—20,222.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 20, 1910, at 9 A. M., by Jose Venta & Co., New Orleans, La.

LA MATILDE:—20,223.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 20, 1910, at 9 A. M., by Jose Venta & Co., New Orleans, La.

ALTAGRACIA:—20,224.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 20, 1910, at 9 A. M., by Jose Venta & Co., New Orleans, La.

EL CIRUJANO:—20,225.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 20, 1910, at 9 A. M., by Jose Venta & Co., New Orleans, La.

SEA SIDE:—20,226.
For cigars. Registered May 20, 1910, at 9 A. M., by Gilbert Cigar Mfg. Co., Philadelphia.

TRATCHER:—20,227.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 20, 1910, at 9 A. M., by L. G. Pfaff, Hanover, Pa.

B'WANO-TUMBO:—20,228.
For cigars, cigarettes and cheroots. Registered May 20, 1910, at 9 A. M., by G. H. Schrimpton, Buffalo, N. Y.

LA SARITA:—20,229.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 20, 1910, at 9 A. M., by Schwarzkopf & Ruckert, New York.

FLOR DE KOVAR:—20,230.
For cigars, cgarettes and cheroots. Registered May 23, 1910, at 9 A. M., by Henry N. Ottenberg & Co., New York.

KOVAR'S SPECIALS:—20,231.
For cigars, cigarettes and cheroots. Registered May 23, 1910, at 9 A. M., by Henry N. Ottenberg & Co., New York.

KOVAR'S RESAGOS:—20,232.
For cigars, cigarettes and cheroots. Registered May 23, 1910, at 9 A. M., by Henry N. Ottenberg & Co., New York.

DAGS:—20,233.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 23, 1910, at 9 A. M., by Tornay-Fernandez Co., Reading, Pa.

VASALINE:—20,234.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 23, 1910, at 9 A. M., by Tornay-Fernandez Co., Reading, Pa.

4 & 4:—20,235.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 23, 1910, at 9 A. M., by Globe Cigar Co., Ephrata, Pa.

NEBY:—20,236.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 23, 1910, at 9 A. M., by John Fleck, Dayton, O.

MICADO:—20,237.
For cigarettes. Registered May 23, 1910, at 9 A. M., by Marathon Egyptian Cigarette Co., Boston, Mass.

PENN-ALLEN:—20,238.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 23, 1910, at 9 A. M., by L. F. Scheirer, Allentown, Pa.

GEORGIA BELL:—20,239.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 23, 1910, at 9 A. M., by La Celada Cigar Co., Americus, Ga.

ROBERT R:—20,240.
For cigars. Registered May 23, 1910, at 9 A. M., by C. M. Massenheimer, Manchester, Md.

BROWN MAGIC:—20,241.
For cigars. Registered May 24, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

DA-NITE:—20,242.
For cigars. Registered May 24, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

FURTHERMORE:—20,243.
For cigars. Registered May 24, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

KOSMEO:—20,244.
For cigars. Registered May 24, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

FIVE HONORS:—20,245.
For cigars. Registered May 24, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

((*Concluded on page 39.*)

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Situations Wanted.

SITUATION WANTED as superintendent of cigar factory. Twenty years' experience. All branches. Good references. Address Qualified, Box 18, care of The Tobacco World. 1-1-r.

MAN of wide experience is open for position as foreman in cigar factory making high-class goods. No objection to location. Can supply best of references. Address Experienced, Box 28, care Tobacco World. 6-1-tf.

CIGAR SALESMAN having an extensive acquaintance in the Middle West is open to a new engagement, clear Havana account preferred. Satisfactory references can be given. Address Sales, Box 29, Tob. World. 6-1-r.

Special Notices.

MONROE ADLER,
CIGAR BROKER.
36 La Salle St., Chicago, Ill. 6-17-he

ESTABLISHED cigar manufacturer, making line of medium-priced goods, desires correspondence with a jobber with a view to placing his output, which is made under very favorable advantages. Manufacturer, Box 30, Tobacco World. 6-1-tf.

BROKER WANTED by Manila importing house. Address Box 31, care Tobacco World. 6-1-tf.

WANTED—A contract to buy and handle Ohio tobacco for Eastern concern. Best of references. Tobacco Packer, Lock Box 32, Germantown, Ohio.

Salesmen Wanted.

WANTED—A Southern representative to sell our $22.00 cigar; long filler, banded. Will allow 10% commission to right party. J. W. Gohn Cigar Company, York, Pa. 5-15-c.

WANTED—By an old-established manufacturing establishment, making a fine line of tobaccos, a salesman to represent them in the Eastern States. Must come well recommended. Some one with established trade preferred. Good opportunity for the right man. Address Established, Box 32, care Tobacco World. 6-1-tf.

For Sale or Rent.

FOR SALE OR RENT AT ATLANTA, GA.—We offer for sale a large brick structure; 4 floors 50 x 100 feet, 2 floors 55 x 122 feet and one floor 30 x 30 feet; also frame outer buildings having 10,000 square feet and occupying an acre or more of ground, the whole plant being well adapted to the manufacture of tobacco, cigars or cigarettes. Wired throughout for electricity and steam-piped throughout for heat. This location is near the city of Atlanta and ten minutes' ride on the street car. This splendid plant will be sold for $33,000 on easy terms, or will be leased for $2,000 per annum. Apply Tobacco World Corporation, 102 S. 12th St., Philadelphia.

For Sale.

ODD LOTS of cigar labels and bands for sale cheap. Address for full particulars. Opportunity, Box 33, care Tobacco World. 6-1-1.

SECOND-HAND cigar molds in large variety; some very desirable shapes. Will sell in quantities to suit. Address Molds, Box 34, Tobacco World. 6-1-a.

(*Registrations continued from page 38.*)

MODEL FIVE:—20,246.
For cigars. Registered May 24, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

NET RESULT:—20,247.
For cigars. Registered May 24, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

GOOD FORM:—20,248.
For cigars. Registered May 24, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

WHITE DIAMOND:—20,249.
For cigars. Registered May 23, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

SILHOUETTE:—20,250.
For cigars. Registered May 24, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia.

SENSIBLE:—20,251.
For cigars, cigarettes and cheroots. Registered May 24, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

TEXAS ROLLS:—20,252.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 24, 1910, at 9 A. M., by American & West Indies Sales Co., New York.

TEXAS SPRIGS:—20,253.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 24, 1910, at 9 A. M., by American & West Indies Sales Co., New York.

GREAT GIANT:—20,254.
For cigars. Registered May 24, 1910, at 9 A. M., by Martin Neff & Son, Red Lion, Pa.

PEACE-PIPE:—20,255.
For cigars. Registered May 24, 1910, at 9 A. M., by Martin Neff & Son, Red Lion, Pa.

SOLOIST:—20,256.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 25, 1910, at 9 A. M., by Chas. A. Nager & Co., St. Louis, Mo.

HAVANA SHIELD:—20,257.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 25, 1910, at 9 A. M., by Hilbronner & Jacobs, Philadelphia.

CUBAN CLAY:—20,258.
For cigars. Registered May 25, 1910, at 9 A. M., by Cuban Clay Cigar Co., Globe, Ariz.

REGATO CHIEF:—20,259.
For cigars. Registered May 25, 1910, at 9 A. M., by Geo. N. Williams, Reading, Pa.

TOMANO CHIEF:—20,260.
For cigars. Registered May 25, 1910, at 9 A. M., by Geo. N. Williams, Reading, Pa.

YARINO:—20,261.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 25, 1910, at 9 A. M., by Central Litho. Co., Cleveland, O.

YARADAD:—20,262.
For cigars, cigarettes, cheroots, chewing and smoking tobacco and stogies. Registered May 25, 1910, at 9 A. M., by Central Litho. Co., Cleveland, O.

YARASOTA:—20,263.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 25, 1910, at 9 A. M., by Central Litho. Co., Cleveland, O.

YAMA YAMA GIRL:—20,264.
For cigars, cigarettes and cheroots. Registered May 25, 1910, at 9 A. M., by Central Litho. Co., Cleveland, O.

TRANSFER.

JUAN DE VALLE:—19,886.
For cigarettes, cigars, cheroots, stogies, chewing and smoking tobacco. Registered March 23, 1910, at 9 A. M., by Krueger & Braun, New York; has been transferred to M. Valle y Co., May 26, 1910.

CORRECTION.

C. S. A.:—19,936.
For cigars. Registered April 2, 1910, 9 A. M., by P. H. Fratz, Lancaster, Pa., and transferred to Sherts Cigar Co., Lancaster, should have been registered by C. S. Apte Cigar Co., St. Louis, Mo.

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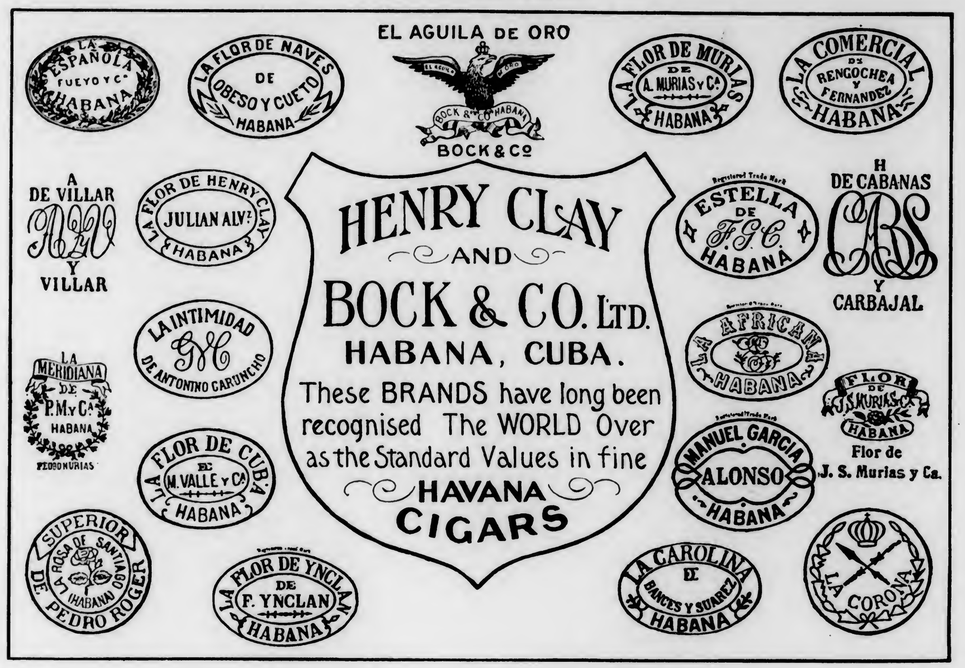

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Late Reports From Manufacturing Centres

Imports of Cigars and Tobacco

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXX No. 12

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
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FOR GENTLEMEN OF GOOD TASTE

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Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on

REY EDUARDO

An extremely rich bouquet, but pleasing and mild in character.

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AN OPEN LETTER TO THE TRADE:

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to the
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Real Habana Segars
THAT SELL

Write for Price List

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WILL NOT BITE THE TONGUE

The Best

One Hundred Years Old

Mr. Dealer: Whittle Cut Tobacco is being advertised all over the United States? Will you not supply the demand we thus create. Write us today and we will put you in touch with the distributor in your district.

FRISHMUTH BRO. & CO., Inc.
Philadelphia, Pa.

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We have a **Cigar Price Tag Holder** that **serves you right.**

It holds the **Price Tags** perfectly.

You can attach it to either end of the box cover or at the top.

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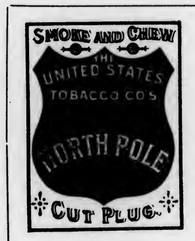

1⅔ oz. 5 Cents

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Gentlemen:

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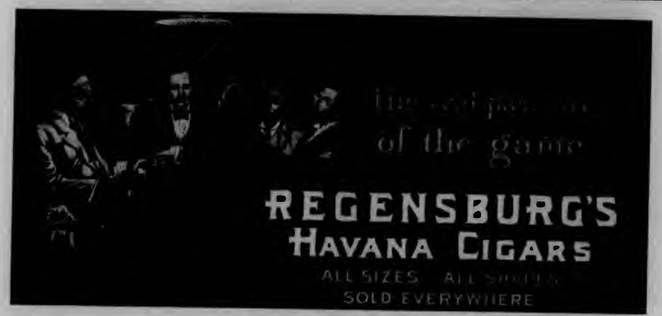
(Signed) R. E. PEARY.

Also packed in 3 oz. Pouches 8 oz. and 16 oz. Tins



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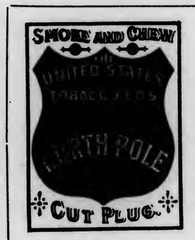

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El Wadora

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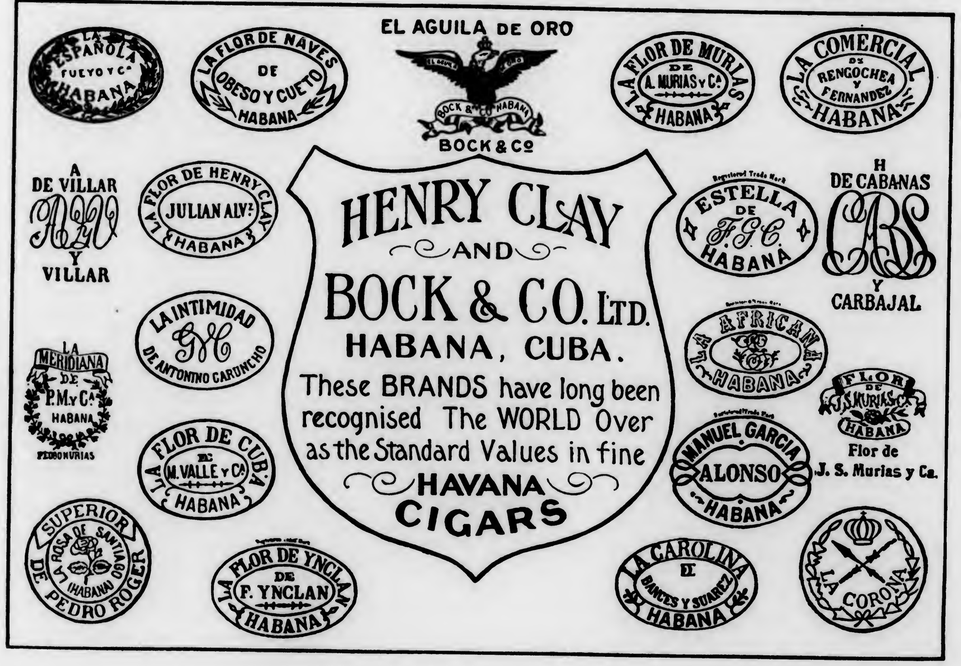

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Made by 44 CIGAR CO. Inc. Philadelphia

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The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

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The Originators of the

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EL CREDITO and MIRAMAR

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World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
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None Better can be Made in Cuba

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Havana, Cuba

"THE WORLD" SELLS ITS ADVERTISING SPACE—NOT ITS OPINIONS

The Tobacco World

Vol. XXX. PHILADELPHIA AND NEW YORK, JUNE 15, 1910. No. 12.

Insurance Rates Reduced at Last.

New York Leaf Board of Trade Obtains Concessions from Storage Warehouse Committee.

AFTER a hard fight, during which the entire influence back of the New York Leaf Tobacco Board of Trade was called into play, the tobacco interests of New York have at last partially won their fight for reduced insurance.

On June 9th, F. M. Dolbeer, vice-president of the Board of Trade and the indefatigable leader in this war on discrimination, received a letter from J. W. Nichols, chairman of the Storage Warehouse Committee, advising him that an average reduction of 25 per cent. would go into effect on policies dated on and after April 1, 1910, and premiums on such policies can be rebated. The reductions were made at the meeting of June 8th, as follows:

Item 3246, tobacco, leaf, foreign, from $1.00 to 75 cents.

Item 3247, tobacco, leaf, domestic, other than Porto Rican, 80 cents to 60 cents.

Item 3248, tobacco, leaf, domestic, other than Porto Rican, in hhds., 60 cents to 45 cents.

Item 3251, tobacco, Porto Rican, $1.00 to 75 cents.

Item 3252, smoking tobacco, $1.00 to 75 cents.

Mr. Nichols advised Mr. Dolbeer that the San Francisco advance being general and applying throughout the country, it was not within the power of the Storage Warehouse Committee to remove same.

Speaking of the reductions obtained in New York, Mr. Dolbeer, chairman of the Insurance Committee of the National Cigar Leaf Tobacco Association, said:

"These concessions have been brought about principally by the mutual co-operation between the assured and the companies and is an indication of what can be accomplished by the assured throughout the country following similar methods. We realize that the regulations, methods and rates are controlled locally in each State and the reductions obtained in New York can be duplicated elsewhere if the same methods are followed.

"It is extremely important that every local organization should send in the names of the representatives chosen by them, who shall co-operate with the National Insurance Committee, who will, when the committee is complete, take up and supply information and suggestions for their guidance. Up to the present time the National Committee have received notice of the appointment from only three of the organizations outside of New York City and they urge upon others to get busy at once in order to facilitate the work.

"This committee needs the information which the appointee is to secure in order to formulate a national communication which it is proposed to mail to twenty thousand tobacco men throughout all the leaf tobacco producing States. The committee must be in possession of this information not later than July 15th.

"We are much encouraged by the concessions obtained and letters of appreciation have been pouring in upon this committee from leaf dealers everywhere. We have received letters from E. Rosenwald & Brother and the presidents of the National Cigar Leaf Association and the New York Leaf Tobacco Board of Trade.

"What this 25% reduction means can be appreciated when it is stated that many dealers in this city will save at least $1,000 a year as the result of the reduction."

Fernandez and Lopez Interests Merged.

Tampa and Key West Manufacturers Combine to Form New Company.

TAMPA, FLA., June 11.

A COMBINATION which has been forming for some time came to a head here this week, when the two cigar manufacturing concerns of Ramon Fernandez & Co., of Tampa, and Manuel Lopez & Co., of Key West, incorporated under the firm name of Fernandez, Lopez & Co., with a capital stock of $100,000, divided into one thousand shares. The headquarters of the new firm will be in Tampa.

Eight hundred shares of the capital stock is absorbed by the incorporators, who are Ramon Fernandez, the veteran manufacturer; Manuel Lopez, the well-known Key West manufacturer; Jose Lopez, of Key West, and James J. Fernandez, of Tampa, Senor Fernandez's son. The officers of the new firm are: Ramon Fernandez, president; Manuel Lopez, vice-president; James J. Fernandez, secretary and treasurer, and Jose Lopez, assistant secretary.

It is the intention of the firm to operate in the manufacture of clear Havana cigars, both in the Fernandez factory, in Tampa, and the Lopez factory, in Key West. They will push the brands of both firms, developing the territory already occupied by them, and adding new territory as rapidly as is compatible with progressive and sound business methods.

Both Mr. Fernandez and Mr. Lopez are well known in the cigar manufacturing world, and in Tampa and Key West, their respective homes, they are leading citizens. In Tampa Mr. Fernandez is president of the great Spanish Society, Centro Asturiano, and is prominently connected with some of the leading banking institutions here, as well as his own cigar manufacturing interest.

Springfield Retailers Disrupt Organization.

Association Fails to Eliminate Slot Machines and Maintain Better Prices.

SPRINGFIELD, O., June 10th.

AFTER an existence of scarcely more than a week, during which three meetings were held, the Retail Cigar Dealers' Association of this city has passed away. Upon the organization of this association, A. B. Shobe was elected president and Jacob Lisch secretary and treasurer.

It was the purpose of the cigar dealers to organize a body having in view the consideration of all matters concerning their welfare, among these being the elimination of the slot machine and the selling of plug and scrap tobacco worth 30 cents at a straight price of 25 cents. Many of the dealers argued that the business was being conducted on a too narrow margin and that prices should be augmented. However, there were just enough dealers who refused to join the association to make the maintenance of this body impossible, and after three meetings the association was dissolved.

Philadelphian to Visit Europe.

Isidor Langsdorf, of the firm of Antonio Roig & Langsdorf, sailed for Europe on the "Lusitana" June 8th. While abroad Mr. Langsdorf intends to visit Amsterdam and get in touch with the Sumatra market in the interests of the firm. He will be gone several months.

THE GENTLE ART OF HITTING THE PIPE

How to Sweeten a Pipe and How to Clean It.

By JAMES R. JENKINS.

MANY dealers in pipes and smoking tobacco are frequently called upon for expert advice by unsophisticated customers. No two dealers that I have ever interviewed have exactly the same recipe, but there are a few general principles that are laid down for the care and use of the pipe which are almost universally accepted.

The other day I had the pleasure of interviewing a salesman in a retail store who had made the art of pipe smoking a study and I give herewith his views for what they are worth:

"We sell pipes," he said, "so maybe it's poor business for me to tell men how to take care of them; but every man that loves a pipe likes to see other fellows get the same comfort out of one.

"I don't know either as it's such darned poor business anyway to tell a man how to sweeten a briar pipe. The more interest he takes in it the more he likes to do it. No two pipes are just the same and there's always a fascination about selecting and experimenting with a new one.

"I have a customer who has bought a dozen pipes of me in the past three years and who thought at one time that I was a pretty poor salesman because I told him that one of these 25 cent briars," picking one out of a basket of pipes, "would sweeten just as well as a $2 pipe.

"'If that's so young man,' he chuckled, 'I'm obliged to you for the tip. Your employer probably wouldn't burst with joy if he found you passing around that kind of information, but I won't tell him. I'll stake myself to a 25 cent pipe, though, if you have the nerve to repeat what you said.'

"I said again that one of the cheap fellows would sweeten as well as a $2 pipe and let him go off thinking he had the joke on me and my employer. He knows better now.

"Not long before I had the talk with the customer he had wandered in one day, dawdled over the pipe display and owned up to a desire which strikes every man at some time in his smoking career, the desire to smoke a pipe.

"He bought a very dark brown pipe, paid $2 for it, listened carelessly to a few pointers I threw out in regard to the right way of sweetening a pipe and went away. I suggested that he buy a pipe cleaner, but he regarded the cleaner and me, too, with suspicion. Said he never saw an old smoker fooling with patent contraptions.

"He came back pretty soon with a cracked bowl and it was then that I told him the solemn truth about a 25 cent briar sweetening just as well as a $2 pipe. Why did I do it? Well, partly because I love a pipe and I wanted to convert him to the faith. Partly because I knew that he wasn't good for an unlimited number of spoiled $2 purchases.

"I let him take his twenty-five center away and when he came back with a rank bowl that was caked at the top and wet at the bottom and smelled to heaven I let him say his say about the lovely sweetening qualities of that particular pipe. Then I knew that the time had come when he would really listen to advice from somebody who knew how to smoke.

"I persuaded him to take another 25-cent pipe. I picked it out, showed him all its detailed markings, made him see its individuality, as if it were a setter pup or a girl. Then I made him take a pipe cleaner, also an oath that never again would he use a knife on the bowl of his briar.

"Then I imparted a few simple rules which I made him learn by heart and promise to observe. Well, he has bought a good many pipes since then. He told me that some of them he has named. I don't remember what he calls them all. I know there's one he calls 'Billikin' and another he calls 'Hester Street,' because, as he says, 'it takes a husky puller in to do business with it.' Sometimes he buys a cheap pipe, sometimes an expensive one, and he has as much fun sweetening them as another man would have breaking a colt."

How to Break in a New Pipe.

"What were the few simple rules you gave him?" I inquired.

"Well, to begin with, before you put tobacco into a new pipe fill the bowl with cold water. Let it stay a few minutes, then pour it out. Put about half a pipeful of tobacco in next. Not more because you want the charring of the inside of the bowl to begin at the bottom, not at the top.

"Smoke that slowly. That means that you must smoke it indoors, out of draughts, rain or excessive cold. When you have smoked that small quantity of tobacco empty your pipe and put in a little more. Smoke that and then put in a pipeful.

"In this way you char the bowl from the bottom upward; but you must be careful to smoke all the tobacco you put in, otherwise the cake won't form at the bottom. Let the bowl cool between fillings.

"Clean your pipe with a cleaner, not with a knife. If you use a knife you are likely to scrape the cake off unevenly, perhaps exposing the wood itself in spots. If that happens these spots burn out in little chimneys, and before you know it your pipe is ruined.

"If you do not clean the pipe at all you are likely to have a cracked bowl, for the heat expands the cake more than it does the wood outside, so that the latter has to crack.

First Lessons in Cleaning.

"Clean the bowl often with alcohol or whiskey. They say that cleaning with anything hot opens the pores of the pipe so that it fouls again right away.

"It's bad for a pipe to keep it in the mouth when it isn't being smoked. The moisture from the mouth collects at the bottom of the bowl and that's bad for pipe and tobacco both.

"A man who smokes pretty steadily ought to have a collection of pipes and change off after a smoke. You can't keep a pipe going all the time without burning it up."

"Was it really true that the 25-cent pipe would sweeten as well as a more expensive one?" I asked.

"Sure! They're made of the same wood, but the cheap pipes are seconds. The bowls when they are turned out are sent to a sorting room where experienced men look them over for defects.

"Suppose there is a little chip or nick out of the side. That makes it a second, but it doesn't interfere with the smoking qualitty of the pipe and if you didn't know how to find the traces of the defect you'd never know it was there. The nick is filled before the pipe is colored, so that you have to hunt for the spot. It doesn't take quite so deep a tone as the wood does, so you can find it.

The Different Kinds of Pipes.

"All briarwood pipes are colored, the natural wood being a light brownish yellow. Tastes differ as to the exact shade desired. I rather think the discriminating smoker takes a lighter shade than the inexperienced. He can judge better the grain of the wood and he can have his own fun doing the coloring.

"Birdseyes are very much liked in the wood. When the sorter comes across a bowl with these markings he always puts it aside. It brings a better price.

"Then there are men who like long fine lines in the grain, needles they are called; but things like that don't make any difference in the smoking quality of a pipe, except in cases where a natural chimney exists in the grain. These chimneys are sometimes not discovered until they burn out almost the first time the pipe is smoked. When that happens we take back the pipe and give another in its place.

"The extreme shapes of the stem, hangovers and square angled, seem to catch the young fellows. Older men, as a rule, smoke the straight stemmed pipe.

"Patent pipes don't catch on as a rule. Here's one that has a special advantage for certain occasions because after you fill the bowl you fasten the cap cover down and then turn the bowl upside down and smoke it in that way, the air coming in through the fine holes. It's a good thing for fishermen sometimes. If a man gets a fish on the hook and wants to put his pipe in his pocket while he lands his prize he can do it without emptying the bowl or letting it go out."

Effect of New Tax After July 1st.

How the New Revenue Act will Affect Tobacco, Cigarettes and Little Cigars.

THE cigar, cigarette and tobacco interests are awaiting with much interest the effects of the new revenue law which goes into force July 1st. There have been many inquiries lately at the Bureau of Internal Revenue as to the exact import of the changes. An examination of the new regulations shows that the principal changes affect tobacco, snuff and cigarettes. On cigars the tax is increased on only those weighing not more than three pounds per thousand. This affects only the little cigars and not the standard sizes.

For the information of the trade we reprint herewith a summary of the changes which will become effective July 1st, and also information sent out by Commissioner Cabell:

"In lieu of the packages now authorized, manufactured tobacco and snuff shall be put up in packages of ¼, ¾, 1, 1¼, 1½, 1¾, 2, 2¼, 2½, 2¾, 3, 3¼, 3½, 3¾, 4, 6, 7, 8, 10, 12, 14 and 16 ounces; also snuff in bladders and in jars containing not exceeding twenty pounds, and cavendish, plug, and twist tobacco in wooden packages not exceeding 200 pounds net weight.

"The tax on manufactured tobacco and snuff increased from 6 to 8 cents per pound.

"Cigars weighing more than 3 pounds per thousand shall be put up in packages containing 5, 10, 12, 13, 25, 50, 100, 200, 250, and 500 cigars; tax, $3 per thousand.

"Cigars weighing not more than 3 pounds per thousand, in packages containing 5, 8, 10, 15, 20, 50, and 100 little cigars; tax increased from 54 cents to 75 cents per thousand.

"Cigarettes weighing not more than 3 pounds per thousand, in packages containing 5, 8, 10, 15, 20, 50, and 100 little cigarettes; tax increased from 54 cents and $1.08 to one rate of $1.25 per thousand.

"Cigarettes weighing more than 3 pounds per thousand, in packages containing 5, 10, 15, 20,50, and 100 large cigarettes; tax increased from $3 to $3.60 per thousand.

"The changes in rates of tax above enumerated apply to packages removed from the limits of bonded premises of factories or custom house after midnight of June 30, 1910, but not to tobacco, snuff, cigars, and cigarettes in the hands of jobbers and dealers, which were removed from factories prior to the first moment of July 1, 1910.

"Notice is hereby given that on and after July 1, 1910, every stamped statutory package of cigars and cigarettes of domestic manufacture must have affixed to or printed upon it the caution notice required by section 3393 of the Revised Statutes and the factory brand required by section 3397 of the Revised Statutes.

"The printing of the caution notice and brand on cartons in lieu of the stamped packages contained therein, being contrary to law, will not be allowed after the above-mentioned date."

Cigarettes in Russia.

The use of cigarettes is general in Russia, each class indulging in its favorite brand with equal satisfaction, whether the tobacco is encased in the most expensive or perfumed rice paper, or rolled roughly in brown paper, a method used by the poor.

In a recent speech in Moscow the Minister of Finance compared Russia's budget with the huge deficit of other leading countries of Europe, remarking that the increased tax on wrappers for cigarettes had guaranteed the Government against any lack of funds to meet the necessary expenses. This shows the immense profits obtained from the use of tobacco through State taxation.

Henry Clay in Peru Market.

The exclusive right to sell cigars and cigarettes in Peru has been granted by that republic to the Henry Clay & Bock Co., Ltd., of Havana. The contract that the Government requires is a standard of quality and specifies that the company shall sell at fixed prices. The initial order embraces 43,000 cigarettes and 271,000 cigars.

The J. H. Orr Cigar Co. has been incorporated at Lexington, Ky., with a capital of $5000. The incorporators are J. H. Orr, C. B. Gilman, Gertrude F. Orr and Mary Gilman.

Charles B. Cameron.

Manila Tobacco Expert With Oriental Products Co.

Mr. Cameron comes from an old American tobacco family and has had plenty of experience in the tobacco business. For ten years he was located in Havana, engaged in the cigar business and he has traveled America from coast to coast keeping in touch with the cigar trade and knowing as well as anybody the tastes of American smokers.

Mr. Cameron has just been engaged by the Oriental Products Co., Ltd., to assist Mr. J. S. Hord, the resident manager in Manila for that company.

WHAT THE JOBBERS ARE DOING

Acker, Merrall & Condit Co's New Cigar Department.

EXTENSIVE alterations are about to be made at the main store of Acker, Merrall & Condit Company, 135-139 W. Forty-second street, New York, work upon which will begin about June 15th and which means the entire rearrangement of the cigar department of this house. The wholesale department, heretofore located on the third floor, is to be transferred to the first or main floor, and will be 20 feet wide by 100 feet deep, occupying one-third of the entire floor.

This new department will be connected by electric elevators with the old one, which will still be used for storing purposes of the full cases in the humidor rooms. The front of the department will be a very elaborate and handsomely furnished salesroom, beautifully wainscoted and paneled with paintings, showing the growth of tobacco through its different stages to its full completion. From the salesroom is a door leading to the first humidor, containing the imported cigars, following that the Key West humidor, separated by double glass partitions and opening from this one, also separated in the same manner, is the domestic humidor.

All of these humidors are to be fitted with the latest electric appliances for temperature and humidity and combined will be 20 feet wide, 9 feet high and 54 feet long, with a total capacity of 1,500,000 cigars.

The offices of the department will be directly over the humidors, surrounded with ornamental glass. The very high ceiling of the store affords ample space for these offices.

The entire front of the store is to be changed, making one double door entrance. One of the new features will be no display of cigars in the windows. Two or three feet of the plate glass is deadened and the firm's monogram in the centre. The transoms are of opaque glass.

The balance of the store will be reorganized for the grocery and wine end of the business. A new grand stairway, leading to the second floor, and a system of electric elevators will also be installed. Particular attention has been given to the lighting of both salesroom and humidors, which is a very important item in the handling of good cigars.

Sherman P. Coe, the manager of the cigar department of this house, will, of course, have his headquarters in the new offices. Upon the completion of these changes this will be one of the handsomest stores in this line of business in the city.

Distributing House of Paxton & Gallagher Co., Omaha, Neb.

New Label Adopted by Frings Bros., Co. Wholesale Cigar Distributors, at Philadelphia.

Brooklyn Jobbers Expanding.

THE wholesale and jobbing house of S. Monday & Sons, of Brooklyn, N. Y., have recently entered on a policy of expansion, and it is said they will open branch offices in both Philadelphia and Boston. M. Neumann, for some time with the house, is to be placed in charge at Philadelphia and N. Naisereg at Boston.

In addition to an extensive jobbing business they also make a line of small cigars, which have gained considerable popularity. Recently they introduced a new brand under the title "Brand M." It is a piece of package goods gotten up to sell at ten for 15 cents at retail.

James N. Collins, proprietor of the Lowrey Cigar Co., formerly at 226 Fifth street N., Minneapolis, Minn., has consolidated its business with that of Johnson Loheide Mfg. Co., St. Louis, and the stock of the Lowrey Co. is now being transferred to St. Louis, and the business will be discontinued in Minneapolis.

The business of A. O. Allen Company, jobbers and distributors of cigars and groceries, has been incorporated with a capital of $100,000 under the laws of the State of New York. The incorporators are A. O. Allen, Portland, Pa.; G. Johnson, Richmond Hill, N. Y., and L. Neuberg, of New York City.

Razzetti Brothers have incorporated in New York with a capital of $15,000 to conduct a wholesale and retail tobacco business, and manufacture and deal in cigars, cigarettes, snuff, pipes, etc. The incorporators are Eugene Razzetti, Guiseppe Razzetti and Ettore Gardella, all of New York.

Through a horrible mistake made by a druggist in Atlantic, Ia., who dispensed formaldehyde in mineral water, H. H. Morton, cigar department manager of the McCord-Brady Co., of Omaha, died in the drug store.

J. H. Morrison, who has been engaged in the wholesale cigar business for a number of years in Rock Island, Ill., has retired from this line and will hereafter devote himself to the real estate business.

The Bulit-Faust Cigar Company has been incorporated at Milwaukee, Wisc., with a capital of $10,000. The incorporators are Ramon Bulit, Frank X. Faust and F. D. Gormley.

The Schaefer Cigar Company, of Findlay, O., has been incorporated with $10,000 capital.

Modern Cigar Factory of W. K. Gresh & Sons, Norristown, Pa,

Business Backward in Boston.

BOSTON, MASS., June 12th.

TRADE has been very quiet for the past two weeks, especially this week, we have had five days of rainy weather, and merchants at the summer resorts are complaining. Bunker Hill Day, June 17th, will be largely celebrated here, and as usual Charlestown will be the centre of the attraction.

The smoker car on the "L" road is well patronized by the smoking public. A noticeable thing of late is the increasing number of small boys who make it a practice of going into this car, not alone for the purpose of asking cigarette smokers for the different kinds of pictures packed in each box, but to pick up from the floor cigarette butts and smoke them. I have never yet seen a railroad employee attempt to stop these boys smoking.

Mr. Weislow, representative of Hull, Grummond & Co., Binghamton, N. Y., was in Boston several days this week taking orders for the "Franklin," "Black Crook" and other brands which are being distributed here by local jobbers.

Phil Barrant, manager of Bieringer Bros. Company's Salem, Mass., store, was in town Thursday.

George Yavner, proprietor of the cigar stand in the Penn Mutual Life Building, on Milk street, is having a nice run on the "Aplomo", clear Havana cigars, from the factory of Solomon Bros. & Stern, New York.

Messrs. Kitsis and Edelman are two new salesmen working the trade here in the interests of the mouthpiece cigarette department of the American Tobacco Company, of which J. B. Beville is the manager. "Lenox" and "Tolstoi" brands are to be pushed here with vigor.

Nathan Alford, of Alford Brothers, and Teddy Rosenbaum, of T. Rosenbaum & Co., both returned from a business trip to New York on Friday.

N. Brenner, formerly proprietor of a Dover street tobacco store, has left on a two months' trip to California to recuperate his health.

Charles Natelson, one of the outside men of Rosenthal Brothers, the leading Hanover street wholesale tobacconists, is to be married on June 17th.

Mr. Rosenor, of the Havana-American Cigar Company, was in town last week and took a number of orders from our jobbing trade.

Sam Solar, the Lynn cigarist, has just installed all new fixtures in his establishment, including a cash register. Sam has worked up an enviable trade on his five-cent Londres, called "Olympia."

George L. Finn, the leading Charlestown tobacconist, is working up an increasing business since he purchased the old Libbey store on Main street. A big feature at Finn's store is his own five-cent cigarmaker smoker and the Rosenthal Brothers' "Special", a five-cent invincible cigar, that is fast becoming popular in the Boston market.

BEN ALI.

Advices are being received at the office of Benito Rovira & Co. in the shape of handsome orders sent in by Mr. Rovira, who left New York on June 1st and is now calling on the trade in the West and Northwest. He expects to continue on to the San Francisco and the Pacific Coast towns, returning to New York in about a month.

PROBLEMS of the RETAILER

The Right Thought in Business.

WE do not find business as bad as we learn it is in the case of others, said a member of a retail cigar firm to the writer a few days since. "We have been doing a nice business right along, and can show gains for the worst of months. Right at the outset of changing conditions it was our thought that business could be done and we put our thoughts to work with a determination of doing more business, and having gone ahead we have done more. Of course, it has been harder work, because we have had to put more thought into our business."

There are a few live wires in the retail trade just like the firm referred to, who have discovered the fact that every thought is a power, that every state of mind produces its distinct effect upon business. That's why a few have done more business than the general run of dealers. They have applied the correct thought to their affairs and secured some of the effect desired along the line of their thoughts. Thinking there was business to be had they thought how best to get it. The real thinking dealer is in a position to do that which he desires to have done. He wants, for instance, to do more business, he thinks there is more business to be done, and consequently does more, because his thoughts are rightly applied to the development of his business. It's the simplest thing, you know. He is fulfilling his purpose through the use of his thought.

All the institutions of learning are dealing with thought, changing thought and attempting to improve it. And business men should understand more of the real power of thought. They would miss the mark less often if they did, for thoughts have real individual power.

Know Your Field Thoroughly.

THIS thought comes prominently to the front in offering "selling ideas" to the retail cigarist. Study the field you are in, the voters, their addresses, their individual assessed wealth. Above all, know the influence of the various members of your community—know that to sell one certain man some particular brand in your stock is to sell to a number of his followers. Cultivate him; he may trade with "the other fellow," but go after him according to his temperament and interest (not openly with a club or stake, cut and dried advertising), but to illustrate the idea, meet him in his loitering places—loafing is often much of a retail business, when diplomatically done, and is as important, if not more so, than many other things which one would do around an enterprising establishment.

Mix with your customers—not grudgingly of the time you thus spend. Do not be so wrapped up in your business that you have no time to do business. Strike the high places. Think and do—be the man to make the most of every opportunity. THE TOBACCO WORLD has established a sort of clearing house of selling ideas, and would be glad to have you send your experience in what you have been doing to go after trade. Some other fellow will probably give you his, and through this medium of exchange new ideas may be suggested to all.

It is well known that the demand of the dealers in the metropolitan cities are different from those of the dealer in smaller places, and class suggestions are not always interchangeable, but the broad lines of merchandising are the same all over the world and therefore it is "eternal vigilance that brings success."

Harry Groves has purchased the cigar business of George F. Field, at San Bernardo, Cal.

Get Acquainted With Your Business.

THE cigar business of to-day has become a complex industry, particularly for the man whose business is in the medium class as to volume and general scope. He must face about and get busy. There are several extremes in the retail cigar business as in nearly all other lines of trade. The larger and well-known establishment, which has for a number of years had a host of patrons, is well rooted, while the newer and perhaps smaller store, probably in a less prominent thoroughfare, needs less business to maintain it, yet it has needs for expansion and there begins the rub.

If a certain specific plan were laid and closely followed the results would perhaps be astonishingly good. And after a few months experimenting one would be surprised to note how closely a business can be planned, and it will also be found a fascinating and profitable study. The secret usually lies in the systematic management. The manager must always know his limits in purchasing for any given period of time, just as much as he must be able to skilfully discriminate in his selections of goods. After that the expenses must come under his critical eye.

It is up to the retailer to get thoroughly acquainted with his business and haul himself over the coals, when necessary, or hire someone to do it for him if need be. It is a safe rule that so long as purchases are almost as large as the sales, and his stock keeps on rising instead of falling off, and when sales do not increase over certain previous periods, and when expenses do increase over previous similar periods, that he must look out. The business then needs heroic treatment and there had better begin a throwing overboard of ballast.

The Value of Cheerfulness.

CHEERFULNESS is almost a contagious element in human nature. The cheerful person walks in a sheen of sunshine that casts its rays upon all things about him. Smiles are "catching"—smiles makes smiles, while gloom casts shadow all around. Again cheerfulness is seen not only in the eyes and mouth, but all the features of the face are caused to beam by its presence. That cordial hand-grasp, with its electric current of sincerity and good-will, will surely send a thrill of pleasure into the whole being of the recipient, causing the heart to palpitate the faster and pulsation to quicken.

Truly, "laugh, and the world laughs with you." Laughter—the cheery laughter—sends an electric current of friendship that almost beats the pace of wireless telegraphy.

Therefore, be cheerful, be joyous, felicitous at all times, and in all places, for no other characteristic of the retailer has a greater value. It will make friends and make them fast, and hold them, too, so long as you are cheerful.

One thousand cigars for $2 looked too cheap to C. H. Huhn, of Minneapolis, Minn., and suspecting that the goods had been stolen, he invited the seller to leave the goods at his store and meanwhile notified the police. This resulted in the arrest of Frank Kalbie, who offered the goods at the above figure. It developed that the cigars had been stolen from a boxcar in the St. Louis yards.

The Don Alvara Cigar Company was recently organized at Astoria, Ore., with a capital stock of $5,000 by J. Strauss, F. M. Handling and Mrs. R. Strauss.

Heart to Heart Talk With Clerks.

DO you remember the first day you tackled the job you now have? You will probably remember that one of the other fellows came up to you; to shake you by the hand and say, "Old man, I'm glad you came—I'll try and make it pleasant for you." No; not one. Now then, do you do it with every newcomer to the store? If you have not, why not? The interest of the business not only demands it, but you'll have put courage and hope and a kindly feeling into the heart of a clerk who is starting an untried and perhaps a bewildering field of labor.

You would certainly extend a cordial greeting to a patron of the establishment, because you hope to see him to come in often. It is just as essential to extend the same cordial greeting to a new clerk, because he will be expected to help in bringing more new customers to the store to be greeted. Don't forget that.

Two-Minute Chat With Retailers.

HAVE you the 1910 spirit as applied to the retail cigar business? It is thorough progressiveness, and that is a pretty broad field, almost beyond the comprehension of some. First it should be a store that is kept immaculately clean; secondly, it should be a store that has all the more modern attractiveness of interior fixtures and arrangements, and thirdly, but not least, the most carefully selected stock of goods to offer for patrons to select from. Make window displays, and change them frequently. Time cannot be better spent than in carefully studying out a design for a trim that is especially suitable for the particular line of goods you have in mind to display. But, above all, the people must be left to know that you have the goods and that you are not going to take a back seat as regards quality. Quality counts, if you know how best to bring it forcibly to the attention of the buying public.

A Rare Collection of Cuttings

IN the show window of A. Novotny's cigar store, at 1444 Broadway, near Fortieth street, New York, is a very interesting exhibit. It is a show case, containing the cigar ends which have been collected from the cigar cutters, beginning with the founding of this establishment in 1878 and up to the present time, representing an accumulation of thirty-two years. It is estimated the number of ends thus collected and in this case is about 2,500,000.

Mr. Novotny is one of the old-school tobacconists, having begun business at Broadway and Fourth street when that part of the city in those days was the real tenderloin. He remained there for twenty-two years, when he removed to his present location on Broadway, which is now New York's "White Way." He has now associated with him his two sons, Arthur L. and Charles Novotny.

For a number of years during this collection these ends were kept in glass and stone jars and spread around the store in conspicuous places, until there was an accumulation of forty-five jars, when it was decided to put them in the one case and place it in the window. They have also on exhibition the original plunger cigar clipper used in their store thirty-two years ago; and beside it stands one of the modern automatic style now in vogue. Many demands are made on them from their customers to purchase these ends by the pound for pipe smoking, but they are treasured too highly to allow of their sale.

The Peregoy & Moore Co., of St. Joseph, Mo., on the 31st ult. added one more to their big cigar store circuit when they purchased the Pioneer Cigar Company's store at Fifth and Locust streets, Des Moines, Ia.

Late Retail Bulletins

F. Fred O. Reed recently engaged in the cigar business at Santa Rosa, Cal.

R. M. Leusch recently purchased from J. W. Meyers the Idaho Cigar Company store and factory at Sand Point, Idaho.

A new cigar store has been opened at Rumson, N. J., by George Ackerman.

I. W. Dinkleberger has purchased the cigar store of W. A. Hagermeyer at Olympia, Wash.

A new cigar store has been opened at Leland, Ore., by T. C. Loban.

R. E. Loban has opened a new cigar store at Buckley, Wash.

Jefferson & McIlveen have succeeded to the cigar business of J. Zesnick at Seattle, Wash.

The cigar business of William Black at Weiser, Idaho, was recently purchased by Smith & Sears.

At Bellingham, Wash., J. M. Dishman has sold out his stock of cigars to B. M. Baird.

Catron & Gross have succeeded to the cigar business of C. E. Wallick at Buhl, Idaho.

F. Walker has purchased the cigar business of Cecil Libby at Bellingham, Wash.

I. V. Watson has bought the cigar business of W. H. Harp at Bakersfield, Cal.

E. D. Pearson has purchased from O. D. Hill the central store at Corning, N. Y.

Alex Dupuis and Frank Atwood have purchased the cigar store which was formerly conducted by Harry Noyes at Fair Haven, Conn.

Taber & Fortan, dealers in cigars and smokers' supplies, located at 205 D street, Marysville, Cal., have just completed a thorough renovation of their quarters.

Gus A. Youngs, who for fifteen years has been employed by Morse & Co., has purchased the cigar stand in the Windsor Hotel, Bangor, Me., which was formerly conducted by James Wall, deceased. Mr. Youngs, who has a wide acquaintance in Bangor and among traveling men, will carry an extensive line of imported and domestic cigars and other smokers' goods.

JOHN CARTER, the cultured convict in the Minnesota State Penitentiary, has been writing stuff that people are reading and wondering where he got the brains to write. One of his little screeds relates to tobacco and here is the way it reads:

"The tobacco habit. "Picture it, think of it, dissolute man." What can be more nauseous, more decisively destructive, of the finer feelings of humanity than the Panatella? Observe how the cigarette stains the fingers, how the pipe dulls the taste and weakens the brain. Theodore Roosevelt does not smoke. Neither does Dr. Cook. Neither did Alexander the Great. Columbus did, however, and see where that landed us. But for him there would have been no beef trust, no Cunningham claims, no *Prison Mirror*. It is estimated that every man, woman and suffragette in this country pays out annually more than $5 for this vile weed, and think how much that represents in money lost to education and the city fathers. Why, such a vast sum properly expended would float a dozen Dreadnoughts in beer. Many a city hall instead of blowing over in the natural course of things has thus gone up in the noxious fumes of smoke emitted from the poisoned lips of such as you, my boy. If we must boycott, why not boycott tobacco? Satan smiles when he sniffs a good cigar. Get into the uplift movement and throw your chewing on the discard.

"P. S.—All those wishing to help on this great reform should leave their tobacco in the exchange box at the foot of the stairs. The librarians will see that it is consumed."

* * *

The advent of Private Secretary Norton, who is now the President's right-hand man, has temporarily put into eclipse the star of Captain Archie Butt, military attache to the genial fat man from Ohio who presides in the White House.

I have known Captain Butt for several years and he is a fine fellow with an unfortunate name, which lends itself readily to the attacks of a facile pen. In connection with the announcement that Secretary Norton would in future travel with the President, McLandburgh Wilson, the New York rhymer, breaks forth into the following:

THE ECLIPSE OF CAPTAIN BUTT.

Wherever fared the President
The faithful Captain also went;
In Washington or Painted Post,
From southern gulf to western coast,
Clothed in gold lace and braid galore
His gorgeous figure did of yore
Abut.

A private secretary's face,
One Norton's, comes to take his place;
Uncertain now is his estate
To meet and speed the small and great.
No longer shall he smile and quiz—
To his appearance now there is
A "but."

We'll see civilian mufti walk
Where uniform was wont to stalk;
His usefulness, alack! curtailed,
His beauty dimmed, his glory veiled.
Oh, saddest sight upon the star
To see what was the whole cigar
A Butt!

The tobacco world has been greatly amused and excited down in Missouri, where a conference has taken place, the object of which was to protest against clergymen indulging in the use of the weed. Everybody assembled seemed to be enthusiastic over the importance of the question, and not the least amusing feature of the proceedings was the fact that delegates and preachers were in keen competition with each other to be heard, regardless of the tobacco that was in their mouths and the cigars in their pockets at the very time they were making their best efforts at oratory. Arguments for and against flew thick and fast, but it is our opinion that the gentlemen of the cloth will still indulge in their favorite brand of cigars, despite the public clamor to the contrary.

These proceedings recall to my mind a famous judge in London, who was renowned for his wit and humor. In the course of a famous trial in the Victorian reign, he suddenly adjourned court for a short time without any apparent reason. It was afterwards found that he wished to indulge in a twenty minutes' whiff at his favorite briar.

* * *

There was much joy in one household in New York last week when Judge Malone handed down a decree to the effect that Greedy, the cigar dealer on Third avenue, New York, be allowed to change his name from Greedy to Greely.

Of late years, the courts have been very chary in permitting citizens to change their cognomens, but the learned jurist took into consideration Greedy's ingenuous claim that his name was an absolute drawback to his business and led him to be compared with the famous editor. According to Mr. Greedy's statement, it appears that although he was rated to be one of the most generous men in the neighborhood, his competitors advertised him widely by stating that he was greedy by both name and nature, with a consequent decided loss to his business. Every time he tried to get a fair profit on a nickel cigar he was accused of charging exorbitant prices.

He is "Greedy" no more.

* * *

"To get the real good out of smoking," said the man behind the tobacco counter, "you must do something more than merely burn tobacco. You must first find the cigar or the cigarette or the mixture that suits you. It would be as absurd to expect every man to like the same tobacco as to expect them all to want to marry the same girl. Of course, some girls are belles. So, you may say, are some mixtures; but tastes differ.

"Take the English smoker, for instance. When he buys a cigar he holds it up to his ear and rolls it gently between his fingers. If it crackles softly, all right. That suits him. He wants his cigars and cigarettes dry; but when he buys smoking tobacco he wants it so damp that he can almost squeeze out the moisture.

"Most American smokers want a moist cigar. That's why they complain that they can't buy good cigars in England. When it comes to smoking tobacco, too, they line up against the British idea. At any rate that's true of the popular taste. Why, the best seller we have in cheap, light smoking tobacco is as dry as sawdust. The popular American cigarettes are moist. You see we differ with the English all along the line.

THE ONLOOKER.

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EDITORIAL.

Co-operation Needed for Insurance Concessions.

The victory which the New York Leaf Tobacco Board of Trade has achieved in obtaining from the New York Fire Insurance Exchange a reduction of 25% in the rates on tobacco stored in New York City is commendable as far as it goes. But it does not go far enough. It is a local concession and in no way affects the insurance on warehouses outside of New York.

To obtain national reductions, the committee headed by F. M. Dolbeer, of the National Cigar Leaf Tobacco Association, was appointed, in accordance with resolutions passed at the Hartford convention. This National Committee has appealed to the various local leaf associations, calling upon them for co-operation and asking them to name a man in each section to do the work indicated. So far, there has been a lamentable lack of co-operation and to this date the committee has received notice of the appointment by only three of the organizations outside of New York City.

The victory in New York emphasizes the results which can be accomplished when once the tobacco interests work shoulder to shoulder for their common good. If the tobacco dealers in every section desire similar concessions, they can obtain them only by concentrated effort. These local associations should get busy at once, appoint their representative and back up their National Committee in every way possible.

The reduction in New York means to many large tobacco dealers a saving of at least $1,000 annually and in many cases more.

Tobacco men of the country, awaken to your own interests!

The United Kingdom Our Best Customer.

In scanning the recent statistics issued by the Department of Commerce and Labor it was observed that nearly one-half of the manufactures exported from the United States go to British territory and form more than one-third of the total exports to that domain, and this despite the fact that Great Britain is the greatest manufacturer of Europe and the world's greatest exporter of manufactured goods.

The United Kingdom is a growing market for not only the leaf tobacco grown in this country, but for cigars and cigarettes as well. For the ten months ending April 10th, the United Kingdom bought $11,780,387 worth of leaf from this country, as against $9,867,408 for the same period of the year previous.

The exportation of American cigars form the smallest part of our tobacco business with that country. In cigarettes, however, the British East Indies proved the best customer, having purchased $795,476 worth of cigarettes for ten months ending April, 1910, as against $687,236 for the same period of 1909. In both leaf tobacco and cigarettes the United Kingdom is the best customer of this country.

Leaf dealers and manufacturers who are seeking to expand their business would do well to study the British market closely and take advantage of its possibilities.

The Pipe Ousting the Cigarrette in Mexico.

Mexico, as well as other Latin countries, has always been looked upon as the home of cigarettes, but if the latest reports from Uncle Sam's sister republic are true, the cigarette has become *passe* and in its place has risen the desire of the native to smoke the old-fashioned pipes.

According to J. B. Veramendie, one of the leading dealers of Mexico City, in the next fews years the use of cigarettes will have diminished from 25% to 50% in relation to the popularity of pipe smoking. The importation of English briars and meerschaums is growing tremendously and the Mexicans are hitting the pipe and seem to enjoy it.

A Keynote of Warning.

In the correspondence column will be found an open letter from the Janesville Leaf Tobacco Merchants' Association, which merits the earnest consideration of all who have the best interests of the tobacco trade at heart. It is a startling fact that is set forth, that during the past year some 2,000 independent cigar factories were eliminated from business, and if such a fact is the result of conditions which the industry at large could by no means prevent, it is due not only to the leaders of the trade, but to the most humble member, to exert themselves to the utmost to bring about a changed condition of affairs. Agitation properly directed, if the cause is just, will eventually bring results and a remedy.

The columns of THE TOBACCO WORLD shall be open at all times to any reputable member of the trade for a discussion on any subject which has in view the general uplift of the industry.

From The Tobacco World Bureau, 910 Hartford Building, New York.

American Sumatra Business Growing.

CONCENTRATION along the proper lines always spells success, and there is no better example of this at the present time than is shown in the brief history of the American Sumatra Tobacco Company, which was organized recently by the amalgamation of a number of the most prominent distributors and growers of shaded tobacco.

Frank M. Arguimbau, secretary and treasurer of the company and one of the most enthusiastic of its organizers, states that their progress has been of a most notable character and that in the first month's business of the concern they exceeded the figured anticipations and have steadily increased their business each succeeding period since. One of the most encouraging features of the business, Mr. Arguimbau says, is the call for all grades of wrappers, from the very best quality to the lowest and the fact that the trade have shown a willingness to pay an adequate price for the tobacco.

One of the pleasantest aspects for the business to-day is the increasing call for medium dark colors, which would indicate that the demand for the unnatural light wrappers, which have done so much to retard the industry at large, is on the wane.

The American Sumatra Tobacco Company includes in its organization the owners of some of the finest plantations in Florida, as well as many of the veteran leading distributors in New York, and as these gentlemen are thoroughly conversant with all trade conditions and have proven themselves for years past as men who do not want to throttle business by exorbitant prices, the amalgamation as a whole has been accorded an unusually cordial reception, and manufacturers have placed their business with them with the utmost confidence. Their principal plantations are located in Decatur county, Georgia, and Gadsden county, Florida, and the crop reports are of a most encouraging nature.

The company's New York headquarters are at 144 Water street, in the heart of the supply district, and their preparations for handling trade are all that can be expected from a concern of such magnitude.

A New Fifth Avenue Stand.

FIFTH AVENUE will, in the fall, have a unique establishment for liquids and smokes to be located at No. 505, which is just north of Forty-second street. R. M. Haan, who has a fine buffet and cigar store on Broadway and Thirty-second street and incidentally is proprietor of the St. Regis, is now making extensive and expensive alterations to the property and expects to open October 1st what he calls a club cafe. The plans include a handsomely decorated sitting-room, cosy corners and a buffet bar.

Philip Morris & Co., Ltd., Employees to Celebrate.

ONE of the enjoyable features of the work-a-day life of the employees of the Philip Morris & Co., Ltd., which is always looked forward to with pleasant anticipation is their yearly outing and picnic, the third one of which will be held this season on June 18th at Donnelly's Grove, College Point. Elaborate preparations, under the able management of William King, assistant treasurer of the Philip Morris Company, who usually acts as chairman of the Arrangements Committee on these occasions, are now completed, and a good time is promised for all. Starting from the factory in W. Broadway at 12 o'clock, automobiles will convey the employees, as well as the officers of the Philip Morris Company, to the ferry at Ninety-ninth street. A short sail and they will be at the grove.

An athletic program will include ladies' races of 50 and 75 yards, with six prizes; men's races, 100 and 150 yards, with five prizes; disk throwing for the Greek employees, with two prizes, and a baseball game. At 5.30 a shore dinner will be served. Music will be furnished by Strenbel's Orchestra during the dinner and for the evening dancing.

Souvenirs in the form of silk pennants of Philip Morris Company fastened on bamboo canes will also be distributed.

F. S. Lucey, secretary of the company, has very generously decided on a plan of awards to the employees, in recognition for faithful services to the Philip Morris Company, of four years or more, and at his own expense, will make on this occasion the following presentations:

Miss Irene Burns, Miss Etta Barrett, Miss L. Rosenblatt, ladies' watch; Miss R. Siedman, Miss A. Barrett, ladies' seal ring; B. Wachner, C. Hatzijianis, gentleman's watch; H. Howler, E. Andonian, P. Lazarus, C. Collis, A. D. Antoniu, gentleman's seal ring.

Mr. Echemendia on the Road.

DAVE ECHEMENDIA, who has been stirring up things in New York since he took the representation in the United States of the Castaneda, Havana, Cuba, cigars, left New York on June 9th for a three weeks' trip, which was to include Philadelphia, Baltimore, Washington and Atlantic City. Mr. Echemendia has been at the St. James Hotel, Philadelphia, for several days past, and has made his presence in the city felt in the shape of several excellent orders.

Business still continues good with the Ruy Lopez Ca., orders for the first half of this month exceeding those of last month. Vice-president Thompson states they have made a valuable connection in the way of a new account, which they have had under negotiation for some time, and which will now open up a very desirable territory for the Ruy Lopez cigars.

Good Display at Knickerbocker Pharmacy.

WHILE passing along Broadway at Thirty-eighth street one's attention is always attracted to the window display of cigars and cigarettes at the Knickerbocker Pharmacy. Last week Eisenlohr's "Cinco" and the new Bismark size of "La Azora" cigars were the main features. "Egyptian Deities, "La Marquise" and "Monolite" cigarettes made up the foundation of the display.

The "La Azora" is becoming very popular in New York, particularly at this store. It is an Havana filler with Connecticut broad leaf wrapper, made by Lilienfeld Bros. & Co., of Chicago. Acker, Merrell & Condit are the jobbers for this territory and find them a very ready seller.

The Knickerbocker Pharmacy, which was established in 1892, has been recently purchased by Henry M. Gratta, who for the past three years controlled the the cigar department only. Mr. Gratta is an old-time tobacco man. For many years he was associated with his father in the leaf firm of B. Gratta & Sons, located on Water street. Mr. Gratta, Senior, established this business in 1864 and it was well known in the trade up to five years ago, when it went out of business.

Mr. Tarantous Back from Havana.

TARANTOUS, of J. Tarantous & Co., returned from Havana June 4th on the "Morro Castle." While in Havana he purchased 164 bales of choice Vuelta Abajo, 114 bales of which have since arrived in New York.

Although this firm was only organized in September, 1909, its partners, J. Tarantous and J. F. Miller, are not by any means new to the business, both having spent many years with E. Regensberg & Sons, the former seventeen years as factory superintendent and the latter fourteen years as general manager. Their business has already grown to such an extent that they have taken an additional space and now occupy three floors at 213 Pearl street.

The factory brand is "Mi Valor," a clear Havana production, made in forty-eight shapes and sizes. Another brand, "Florinata", of the same high grade quality and made in very fine sizes only, is in preparation and will shortly be ready for the trade. A new road salesman leaves New York June 13th for a three months' trip, beginning with New York State and making a thorough canvass of the principal cities through the West and Northwest, as far as the Coast.

Faber & Co. Launch Magi Cigarettes.

During the past week Faber & Co., the fine old wholesale cigar house at 1 Beaver street, New York, have placed upon the market a new brand of Turkish cigarettes of their own manufacture. The firm chose as the name of the cigarette the "Magi," and pack the goods in a very ornamental box of blue and yellow, embellished with a cut of one of the wise men of the east. Robert T. Dorning, of the sales force of the house, tells us that they have already booked future orders for several hundred thousand of these cigarettes and their prospects look very promising.

This is a radical move on the part of Faber & Co., but they have not gone into the manufacture of the goods on any half-way scale, but have leased an additional floor in their building at 1 Beaver street, wherein the goods will be made for the present under their direct supervision.

The house is particularly desirous of introducing the goods into the most select clubs at points where a strictly high grade, fine quality cigarette will be appreciated.

I. Mendez & Co. have incorporated in New York with a capital of $5,100 to manufacture and deal in cigars, cigarettes, tobacco, etc. Incorporators, James A. Martin, Frank A. Spencer, Jr., and William A. Cooper.

Driscoll-Sullivan Nuptial.

A WEDDING of decided interest to the trade was that of James G. Driscoll and Miss Frances E. Sullivan, which took place in Manchester, N. H., on Wednesday, June 8th, at the home of the bride's parents. Miss Sullivan is the youngest daughter of R. G. Sullivan, probably the largest manufacturer of union-made cigars in New England, and the bridegroom is a partner in the firm of Ruth & Driscoll, the well-known tobacco brokers of New York City and, incidentally, distributors of "7-20-4" cigars.

Mr. Driscoll is a native of Whitonsville, Mass., where he spent his early days, and he has known his present wife since childhood. He is a graduate of Dartmouth College, and in February of this year purchased an interest in the old-established business of Stephen G. Ruth, which is now located at 168 Water street. Miss Sullivan is a talented, beautiful girl, and the alliance of the two families seems a most felicitous one.

The young couple are at present away on an automobile touring trip and upon their return shortly they will reside in Brooklyn.

Fisher & Yglesia Getting Busy.

HARRY FISHER, of Fisher & Yglesia, 122 Livingston street, Brooklyn, recently returned from a two weeks' visit to the trade through New York State and the Middle West, completing his third trip over this territory since the formation of this firm three years ago. He is very well satisfied with the results, as he found his goods selling well and was also successful in securing four new accounts. With the orders he sent in and brought home with him, their factory will be kept busy for some weeks to come.

Their factory brand is "Danton," named after the great French revolutionist, and made in forty-two shapes and sizes, of the best all-Havana tobacco, by Spanish and Cuban workmen.

They also make "La Interior," "La Exterior," "Court Cafe," "El Reborn," "Flor de Bachman," "La Africana," "Onteora," "Onteora Park," "Onteora Club," all of the same high grade quality.

On account of the steady growth of their business they have taken an additional floor in their building, which they will occupy during the present month.

New Brand for Symons-Kraussman Co.

Symons-Kraussman Co. are adding to their list of cigars and are placing on the market their new brand, "Gen. Wm. J. Palmer." It is a seed and Havana of high class, quality and workmanship and made in fourteen sizes. The first orders were shipped last week.

With the "Flor De Baltimore," which has gained distinction as their leading house brand, the "Gen. Wm. J. Palmer" will have an excellent running mate, and no doubt a successful career.

It is a sure thing that J. M. Gans, of Gans Bros., cigar manufacturers, 417 E. Seventy-sixth street, New York, will be held in town for a few weeks at least, because when he returned from a brief trip to Baltimore, Washington and Richmond the other day, a blue envelope summoned him to jury duty, and he is now dividing his time between his office in Yorkville and the City Hall Square.

Stephen G. Ruth, chairman of the Creditors' Committee of the A. H. Hillman Co., sent out a check for a second dividend of 10 per cent. from the estate on June 13th, which makes a total dividend thus far of 35 per cent., and Mr. Ruth says that there are tangible assets yet in sight and that another dividend will shortly be paid.

The Possibilities of the Porto Rican Cigar.

IN discussing the opportunities for extending the sale of high grade Porto Rican cigars in this country, Mr. E. R. Hoisington, of the Cayey-Caguas Tobacco Company, yesterday stated that he believed that the American trade is just beginning to wake up to the fact that they have an unusually fine prospect. The fact that everywhere "Savaronas," the leading brand of this company, have met with instant success and have brought very encouraging repeat orders, leads Mr. Hoisington to believe that once any high grade Porto Rican cigars are introduced in a locality, they will establish a steady trade.

Speaking on this point Mr. Hoisington said: "The great difficulty at present with the Porto Rican proposition is that there are so many faked and inferior Porto Rican cigars put on the market, that many dealers and jobbers are afraid of anything that comes from that island. We know that there are faked clear Havanas, but that does not bar the clear Havana from the market. The only effect is to make the purchaser careful as to what brands he buys. With the same care applied to the selection of his Porto Rican cigars, the jobber and dealer will have just as big a success as on any other line of cigars, and in fact much greater, for there are possibilities in the Porto Rican cigars, on account of the natural resources of the island, including soil, climate, exceptional facilities for manufacturing and no duty on the tropical product, and above all a fine quality if they get the right goods."

As an example of the growing demand for Porto Rican goods, Mr. Hoisington alluded to the success made by the great chain store organization on their own line of Porto Rican goods. In some of these stores from 30% to 50% of their entire business is being done on Porto Rican goods, and Mr. Hoisington believes that there is no reason why the average retailer should not do an equally good business if he would handle a good line of Porto Rican cigars.

Duys' Recent Sumatra Purchase.

The New York Sumatra tobacco importing house of H. Duys & Co., announces that in a recent purchase at Amsterdam they procured some very desirable marks.

Among the parcels, which constituted 700 bales, in running lots, they have B. M. Lankat, Medan, T. R., Delhi, Holland Sumatra Tab My., and G. E. Lankat marks, and which they can offer at reasonable prices.

They also report that they have already placed considerable portions of their purchases made during the present season.

Colonel William M. Levine is still on the go, having recently returned from the Pacific Coast, where, with E. P. Cordero, he put in some very telling work in the way of new accounts. He remained in the city only a few days and started away for Boston. From there he went West, stopping off at the larger cities on his way to the Missouri River towns. This one, however, will not be a very long trip, as he will be back in town before June 30th.

Schedules in bankruptcy of Aaron Kohn, importer of smokers' articles at 336 and 344 Bowery, New York, show liabilities of $34,295 and nominal assets of $47,370, consisting of stock, $35,000; machinery, $1,000; accounts, $11,298, and insurance of $72.00. Among the creditors are Max Greenhut, $10,900, money advanced; H. Bischoff & Co., $4,000, part secured; East River National Bank, $2,200, and the Mutual Alliance Trust Co., $1,500.

J. M. Alvarez, of Y. Pendas & Alvarez, left New York June 3rd on a short run of a couple of weeks to Cleveland, Ohio, and other Western points. He will visit the principal cities on his return trip East.

Old Manila House Opens New York Offices.

Vice President Prising to Direct Business of Walter E. Olsen & Co

THE advent of Walter E. Olsen & Co., of Manila, in New York, has introduced another important factor in the Manila cigar business of the United States. Travelers to the Far East have been for a number of years acquainted with the extensive retail stores of Olsen & Co., which have been located in Manila and other leading cities since 1892.

The growth of the firm has been steady and unusual. From a retail business they have branched out into the exporting line and, naturally, their attention is directed towards the exportation of Manila cigars. This end of the concern's affairs has grown to such an extent that they have now deemed it necessary to open in New York for a further enlargement of their scope, and so F. W. Prising, vice-president of the company, recently left the Philippines after having spent eleven years in Manila, and came to New York, where he has leased well-appointed offices in the Monolith Building, 45 East Thirty-fourth street, and will in future be permanently located there.

Vice-president Prising says that his firm now enjoys the distinction of being the only American concern in Manila exclusively engaged in the cigar business, their exportations being sent all over the world; Europe, Australia, China, India, as well as the United States.

It is needless to say that with the intimate knowledge of the Manila cigar situation which the firm of Olsen & Co. enjoys, that they have some exceedingly attractive propositions to make to responsible merchants. The house controls a number of brands which have been tried and found of sterling worth and they are now ready to place the distribution of these in the hands of responsible wholesalers who have exclusive territorial rights. They have already in stock in New York large shipments which are quite sufficient to meet the present needs, and invite correspondence from interested parties.

Ramon Novoa, of Pavon Alvarez & Co., is now on an extended trip through the West and Northwest, having left New York June 2nd. He will visit the trade generally throughout this territory, going out as far as Denver, Colorado, and expects to be away for at least two months.

Valeriano Gutierez, American selling agent of the Hoyo de Monterey factory, sailed from New York June 11th on a summer vacation trip to Chili.

I. Lewis & Co. Incorporate for $3,000,000.

THE BUSINESS of I. Lewis & Co., Newark, N. J., has been incorporated under the title of the I. Lewis Cigar Co., with an authorized capital of $3,000,000. Those named as incorporators are Abraham I. Lewis, Norris Rachlin and John C. Eisele.

The Lewis Co. have made tremendous strides in the past few years and their "Cobs" package cigars have been one of the notable successes of the trade. The firm are distinctly originators and their success is well deserved.

American Buyers Get More Sumatra.

AMSTERDAM, June 11th.—American cigar manufacturers represented at to-day's inscription obtained the best grades offered for sale. Scarely 900 bales went to the American market, the leading buyers being A. Cohn & Co., 405 bales; H. Duys & Co., 100 bales; H. Smith & Co., 100 bales; Falk & Bro., and E. Rosenwald & Bro. are also among the purchasers.

James J. Driscoll, cigar manufacturer, of Holyoke, Mass., married Miss Frances Hennessey on June 8th.

United Wins Suit to Use Coupons.

Test Case in New Hampshire is Decided Favorably.

IN A test case to establish its right to use premium coupons or profit-sharing certificates in New Hampshire, the United Cigar Stores Company has won its suit at Manchester, N. H. The suit was originally brought against the United in the Manchester police court under the trading stamp law and then carried to the Superior Court of Appeals, and on June 10th Judge Wallace dismissed the suit, making it virtually a victory for the United.

While Judge Wallace gave no opinion in his decision, it is understood that he dismissed the case on the grounds that the statute relating to trading stamps does not apply to this prosecution or the business of the company, because the company issues and redeems its own coupons or stamps and has no connection with a trading stamp company, and therefore could not be held liable under the anti-trading stamp law.

This victory establishes the United firmly in New Hampshire and paves the way for the opening of many other chain stores using profit-sharing coupons.

Additional Factory for Myers & Adams.

OWING to the gigantic strides being made in the sale of "The Round Up," a new nickel product of Myers, Adams & Co., of York, Pa., added to the already immense business which the firm enjoys on their "Barrister," ten-cent cigars, it has become imperative to greatly increase their facilities. With this object in view representatives of the firm have lately been looking around with a prospective eye for suitable locations in which to establish new and additional factories. It is reported elsewhere in the columns of this issue that quite recently they had procured a factory at Dallastown, and as this issue was about to go to press information was received that the town of Dover had been also selected as one of their new manufacturing points.

Some of the more progressive citizens of the town got together and decided that this industry would be a very important adjunct and decided that they would erect for the firm's use a suitable building. The report has it that the meeting of citizens was a most enthusiastic one and that the project will undoubtedly be carried through very speedily. Both the town of Dover and the firm of Myers, Adams & Co. are to be congratulated.

Don Antonio J. Rivero in New York.

Antonio J. Rivero, head of the Por Larranaga factory, Havana, has been a guest at the Hotel Breslin in New York for several days past preparatory to his departure for Europe, on Saturday next, on the American liner "New York." Mr. Rivero speaks encouragingly as to the business outlook in Havana—and says that their factory is doing more now than for months past.

Prizes Awarded in Coupon Contest.

The Cotton-Turner Cigar Company, of Reno, Nev., has awarded a valuable tea set to C. H. Karns, who collected the greatest number of coupons given away to purchasers of cigars. Mr. Karns collected 18,559 coupons and George Mack was second with 11,789.

Louis C. Wagner, of Louis C. Wagner & Co., one of the leading cigar band importing houses of New York, sailed for Europe on Tuesday, June 14th, via steamship "Niew Amsterdam." John R. Kendrick, president of the TOBACCO WORLD Corporation, was a fellow passenger with Mr. Wagner.

F. E. Harrison has just assumed charge of the cigar department of the Roach & Seeber Co. at Houghton, Mich. Mr. Harrison was formerly in the wholesale cigar business at Menominee.

The Saboroso Cup.

This beautiful silver cup is to be presented by Vetterlein Bros., cigar manufacturers, to the player on the baseball teams of the Phillies and Athletics who makes the highest batting average for the season of 1910. The members of the Vetterlein firm are enthusiastic fans, and in presenting this cup they not only showed their appreciation of the baseball spirit which is now sweeping Philadelphia, but also executed a clever stroke in advertising their popular brand of cigars, the "Saborosa."

Cartridges for Filling Pipes Revived in England.

THE elimination of the tobacco pouch and the revival of cartridges for pipe filling is bringing about many changes not only in the habits of the English tobacco smokers to-day, but among the trade as well. The cartridge is not a new thing to the English smoker, having been in use many years ago, but it has only been within the last twelve months that the cartridge has been revived to any extent.

This change leads our esteemed British contemporary, "Tobacco," to the following remarks:

"Novelties which are only novelties do not last. Those which remain popular have other qualities to recommend them besides that of mere newness. From a considerable number of casual inquiries among tobacconists we have elicited what is now indeed sufficiently obvious, that some smokers far prefer the cartridge to the old form. Others will not have them at all. The filling of the pipe by cartridge is a neat, dainty action, requiring, too, some little 'knack,' which suits the precise smoker who is really glad to have something new to play with.

"The elimination of the tobacco pouch appeals to some, though in this connection cartridge cases have the serious inconvenience that they are not collapsible. A pouch grows beautifully less in bulk as the tobacco is used up. A cartridge case—those we have yet seen—exacts the same space in the pocket whether it is full or whether it contains the very last round of ammunition. If no one has done it, it would be worth while to invent a box which disappeared at the same rate as the cartridges. A rigid affair with perforations between the partitions for cartridges, so that a part of the box could be broken off with each, suggests itself; or a telescopic tube, the sections pushing into each other is another conceivable plan. There exist cardboard cigar cases the principles of which could be adopted to pipe fillers. Some such method will have to be found if cartridges are to have the best of the argument as against pouches."

The Southbridge, Mass., Cigar Company have discontinued business until their affairs can be straightened out.

IMPORTS ENTERED FOR CONSUMPTION
YEAR ENDING JUNE 30, 1909

The following table of imports entered for consumption during the year ending June 30, 1909, was compiled in the Bureau of Statistics of the Department of Commerce and Labor.

The special interest of these tables lies in the fact that they cover the closing period of the Dingly Tariff Act.

Tobacco and Manufactures of:	Rates of Duty.	Quantities.	Values.	Duties.	Value per unit of quantity.	Actual and computed ad valorem rate.
			Dollars.	Dollars.	Dollars.	Per Ct.
UNMANUFACTURED—						
Stems (pounds)	Free	1,387,098.00	4,854.00	.....	.004	....
Wrapper and filler tobacco when mixed or packed with more than 15 per cent. of wrapper tobacco, and all leaf tobacco the product of two or more countries and dependencies, when mixed or packed together—						
Unstemmed (pounds)	$1.85 per pound	5,354,514.09	5,766,914.00	9,905,851.00	1.08	171.77
Do. (reciprocity treaty with Cuba)	$1.85 per pound less 20 per cent.	118,915.09	184,661.55	175,994.31	1.55	95.31
Stemmed (pounds) from Philippine Islands	75 per cent. of $2.50 per pound.	2.50	1.00	4.69	.40	469.00
Filler tobacco, not specially provided for—						
Unstemmed (pounds)	35 cents per pound	9,294,586.16	4,658,104.63	3,253,105.13	.501	69.84
	Duty remitted (Sec. 15, Act July 24, 1897.)	522.00	192.00	.....	.....	....
Do. (from Philippine Islands)	75 per cent. of 35 cents per pound.	101.00	25.00	26.51	.248	106.04
Do. (reciprocity treaty with Cuba)	35 cents per pound less 20 per cent.	19,292,535.28	10,518,309.23	5,401,909.92	.545	51.36
Stemmed (pounds)	50 cents per pound	969.00	187.80	484.50	.194	257.99
	Duty remitted (Sec. 15, Act July 24, 1897.)	56.00	4.00	.....	.071	....
Do. (reciprocity treaty with Cuba)	50 cents per pound less 20 per cent.	3,034,165.57	2,291,067.27	1,213,666.22	.755	52.97
All other, not specially provided for (pounds)	55 cents per pound	17,415.37	4,343.90	9,578.45	.249	220.49
Do. (reciprocity treaty with Cuba)	55 cents per pound less 20 per cent.	60,325.50	12,153.00	26,543.22	.201	218.41
Total unmanufactured	Free	1,387,098.00	4,854.00	.....	.004	....
	Dutiable	37,174,107.56	23,435,963.38	19,987,163.95	.630	85.28
MANUFACTURES OF—						
Cigars and cheroots, all kinds (pounds)	$4.50 per pound and 25 per cent.	3,181.49	13,210.00	17,619.21	4.12	133.37
	Duty remitted (For use of foreign ministers.)	313.00	944.00	.....	3.02	....
Do. (from Philippine Islands)	75 per cent. of $4.50 per pound and 25 per cent.	1,755.55	2,325.50	{a6.10 / 6,354.90}	1.32	273.53
Do. (reciprocity treaty with Cuba)	$4.50 per pound and 25 per cent. less 20 per cent.	622,470.91	3,672,813.00	2,975,458.44	5.90	81.01
Cigarettes, and paper cigars, including wrappers (pounds)	$4.50 per pound and 25 per cent.	12,576.16	46,311.50	68,170.57	3.68	147.20
	Duty remitted (For use of foreign ministers.)	5.00	19.00	.....	3.80	....
Do. (reciprocity treaty with Cuba)	$4.50 per pound and 25 per cent. less 20 per cent.	793.70	2,030.60	3,263.39	2.56	160.71
Snuff and snuff flour, manufactured of tobacco, ground, dry, or damp, and pickled, scented, or otherwise (pounds)	55 cents per pound	29,421.50	24,234.20	16,181.84	.824	66.77
All other (pounds)	55 cents per pound	350,142.89	130,796.23	192,578.63	.374	147.23
Do. (from Philippine Islands)	75 per cent. of 55 cents per pound.	6.50	5.00	2.69	.769	53.80
Do. (reciprocity treaty with Cuba)	55 cents per pound less 20 per cent.	6,055.88	3,385.50	2,664.59	.559	78.71
Total manufactures of		1,026,722.58	3,896,074.53	3,282,294.26	3.79	84.25
Total tobacco, and manufactures of	Free	1,387,098.00	4,854.00	.....	.004	....
	Dutiable	38,200,830.14	27,332,037.91	23,269,458.21	.715	85.13

FROM CUBA.

Tobacco and Manufactures of:	Rates of Duty.	Quantities.	Values. Dollars.	Duties. Dollars.	Value per unit of quantity. Dollars.	Actual and computed ad valorem rate. Per Ct.
UNMANUFACTURED—						
Wrapper and filler tobacco when mixed or packed with more than 15 per cent. of wrapper tobacco, and all leaf tobacco the product of two or more countries and dependencies, when mixed or packed together—						
Unstemmed (pounds)	$1.85 per pound less 20 per cent.	118,915.09	184,661.55	175,994.31	1.55	95.31
Filler tobacco not specially provided for—						
Unstemmed (pounds)	35 cents per pound less 20 per cent.	19,292,535.28	10,518,309.23	5,401,909.92	.545	51.36
Stemmed (pounds)	50 cents per pound less 20 per cent.	3,034,165.57	2,291,067.27	1,213,666.22	.755	52.97
All other, not specially provided for (pounds)	55 cents per pound less 20 per cent.	60,325.50	12,153.00	26,543.22	.201	218.41
Total unmanufactured		22,505,041.44	13,006,191.05	6,818,113.67	.578	52.42
MANUFACTURES OF—						
Cigars and cheroots, all kinds (pounds)	$4.50 per pound and 25 per cent. less 20 per cent.	622,470.91	3,672,813.00	2,975,458.44	5.90	81.01
Cigarettes and paper cigars, including wrappers (pounds)	$4.50 per pound and 25 per cent. less 20 per cent.	793.70	2,030.60	3,263.39	2.56	160.71
All other (pounds)	55 cents per pound less 20 per cent.	6,055.88	3,385.50	2,664.59	.559	78.71
Total manufactures of		629,320.49	3,678,229.10	2,981,386.42	5.85	81.06
Total tobacco and manufactures of		23,135,261.93	16,684,420.15	9,799,500.09	.721	58.74

FROM THE PHILIPPINE ISLANDS.

Tobacco and Manufactures of:	Rates of Duty.	Quantities.	Values. Dollars.	Duties. Dollars.	Value per unit of quantity. Dollars.	Actual and computed ad valorem rate. Per Ct.
UNMANUFACTURED—						
Wrapper and filler tobacco when mixed or packed with more than 15 per cent. of wrapper tobacco, and all leaf tobacco the product of two or more countries and dependencies, when mixed or packed together—						
Stemmed (pounds)	75 per cent. of $2.50 per pound.	2.50	1.00	4.69	.400	469.00
Filler tobacco not specially provided for—						
Unstemmed (pounds)	75 per cent. of 35 cents per pound.	101.00	25.00	26.51	2.48	106.04
Total unmanufactured		103.50	26.00	31.20	.251	120.00
MANUFACTURES OF—						
Cigars and cheroots, all kinds (pounds)	75 per cent. of $4.50 per pound and 25 per cent.	1,755.55	2,325.50	{a6.10 / 6,354.90}	1.32	273.55
All other (pounds)	75 per cent. of 55 cents per pound.	6.50	5.00	2.69	.769	53.80
Total manufactures of		1,762.05	2,330.50	6,357.59	1.32	272.86
Total tobacco and manufactures of		1,865.55	2,356.50	6,388.79	1.26	271.11

Unique Method of Advertising "Milos."

ON blue stationery with an embossed heading the Surbrug Company, of New York, have been mailing this week to the leading members of Philadelphia's best clubs a personal letter enclosing a box of their "Milo" cigarettes. Among other things the letter says: "'Milos' took the gold medal in Paris over all cigarettes made in Europe. It's the highest class cigarette made. Its dainty aromatic delicacy may appeal to you. Please compare—side by side—with any other cigarette, and if they please, a favor will be conferred if, when at your club, you would always insist upon 'Milos.'"

This personal bit of advertising is very well done and it should bring some good results.

Mr. Fritz Retires—Changes in Old St. Louis Firm.

M. FRITZ, for many years senior member of M. Fritz & Sons Cigar and Tobacco Company, St. Louis, Mo., retired last month by distributing his share of $50,000 stock in the enterprise among his six sons and two daughters. Mr. Fritz has been a resident of St. Louis for more than sixty years.

Upon his retirement the following officers were elected: William C. Fritz, president and secretary; Theodore J. Fritz, vice-president and treasurer; Eugene M. Fritz, second vice-president; Walter A. Fritz, assistant treasurer. The stockholders consist of the officers and Edward A. and Julius G. Fritz, Mrs. J. W. Hannauer and Mrs. A. J. Hezel.

The distributing business of the firm will be continued at 514-516 South Seventh street. William C. Fritz will be in charge of the headquarters, while the five brothers are in the field as traveling salesmen.

Big Increase of Tampa Shipments.

Shipment of cigars from Tampa this year, up to the week ending May 20th, amounted to 108,435,000. This is an increase over the same time last year of 18,330,000, and shows that Tampa, in its banner industry, continues to show a substantial gain over the large shipments of last year.

For the week ending May 20th the shipments were 6,235,000, the largest shipment for this year in eleven or twelve weeks.

Importations of leaf from Havana continue heavy and withdrawals of tobacco from bond also show splendid record. Manufacturers and employees in the big industry are very much pleased with the record of this year thus far and are certain that Tampa will continue to show substantial gains ending the year with an appreciable increase over the shipments of last year.

It has been the observation of the leading Tampans for many years past that Tampa always has "good times" when, in the summer, cigar shipments are good and building is brisk.

Late Trade Notes.

W. C. Murphy has just been installed as manager of the J. H. Stradley Cigar Company's store in the Philbeck Hotel, Terre Haute, Ind., succeeding William Brooks, who will manage the store in the Terre House. The Stradley Company operates a number of retail stores in various parts of Indiana.

The Adirondack Cigar Co. has been organized at Dolgeville, N. Y., to manufacture cigars. The firm is composed of Richard DeBoise, John Dippo and Hugo Wolkenstein, all expert cigarmakers. The company will be represented on the road by G. S. Ingraham, of Herkimer.

The Western Cigar Factory has moved from Hartington to 1106 Farnam street, Omaha, where fifty hands will be employed. James R. Isaacson is president of this enterprise and Mr. Fred C. Rogers, secretary, will look after the selling end.

The Speer Cigar Company, of Hamilton county, Tenn., has been incorporated at Nashville, Tenn., by W. B. Speer, W. E. Brock, John Stayman, G. W. Davenport, J. Milton Brome and R. A. Cobbs.

Selak & Hoffman, tobacconists, have just purchased the store of Charles M. Banks, 413 Market street, Wilmington, Del., and will open up there an up-to-date cigar store.

It is reported that P. A. Brown is about to open a cigar factory at North Adams, Mass. Mr. Brown is at present engaged in the manufacture of cigars at Oswego.

FACTORY OF HART & MURPHY,
Pioneer Cigar Manufacturers of St. Paul, Minn.
Established 1857.

The May Output, in Figures.

EXCELLENT progress was made in the cigar industry of the First Pennsylvania District during May, according to the revenue returns, with a gain of nearly 4,000,000 over the corresponding period of the previous year.

In the production of little cigars and cigarettes, manufacturers seem to have scored heavily. This is particularly true of cigarettes of the cheaper grades, upon which a tax of only 54 cents per thousand is now being paid, but which branch of the industry will be affected by the change in Internal Revenue taking effect on July 1st.

In consequence of the impending change, both dealers and manufacturers are stocking up heavily to escape the increase in tax, and a probable advance in prices after it goes into effect. The production of cigarettes of this class was nearly 3,000,000 greater than during May of 1909.

The snuff industry seems to have suffered a reverse, with a perceptible reduction in output, while a healthful gain is shown in the manufacture of chewing and smoking tobacco, of some 12,000 pounds.

The figures ascertained by computation of the revenue report show as follows:

May, 1910	57,035,440
May, 1909	53,144,350
Gain over previous year	3,891,090

In comparison with the production of the month of April of this year the report is not quite so glowing, and May had fallen behind about 1,000,000; but we might with satisfaction to many refer to the fact that the production during the months of May in the past decade was by no means uniform; as will be seen from the following table, which was compiled from the records:

1900	44,392,550	1906	55,896,320
1901	47,812,500	1907	60,452,670
1902	44,581,050	1908	53,224,820
1903	47,547,800	1909	53,114,350
1904	51,056,810	1910	57,035,440

With the El Provedo Forces.

At the Evans' drug store the "El Provedo" clear Havana cigars were recently given a front position in show cases by reason of the steady gain in sales which the line has shown.

Chas. H. Rosenberg, of the El Provedo Factory, who was recently in this city, has gone to Boston.

Pushing "44" and "Adlon" Cigars.

A GREAT deal of activity was in evidence at the factory of the 44 Cigar Co. this week, and it appears that the recent successes of several of the factory representatives made extra exertion necessary. The demand locally has been strong and now that trade is extending to all parts of the country, the factory facilities, which were very greatly enlarged on the first of the present year, are already becoming taxed.

The "44," which has been a leader with the house in the line of nickel cigars and which has met with a very hearty reception wherever it has been placed, is now being followed by a ten-cent line of goods under the title of "Adlon." This brand has been on the market for only a short time and only offered in a small territory, but the large number of duplicate orders which the introduction of the brand resulted in was so encouraging that the brand is now being introduced in general with is nickel leader all over the Central West, in the South and in the East.

Pennsylvania trade, too, is being well taken care of and is now being covered by Mahlon A. Funk, who is finding his volume of business larger with each succeeding trip he makes through the State, and it is invariable that a number of new accounts are made during each visit.

It seems to be the firm's determination that the products of the "44" factory shall be known wherever five and ten-cent cigars are sold, and consequently they have recently dispatched one of their well-known salesmen on a special trip which will carry him through to the Pacific coast. O. L. Myers, who is now covering the western territory, has thus far sent in some fine reports, which clearly indicate that "44" and "Adlon" cigars are being planted there in good style.

From the local headquarters we learn that the factory is really oversold at present.

Displaying Melachrino Cigarettes.

Quite an effective window display was on exhibition in one of the bulk windows of the cigar emporium of T. H. Hart & Co., at Twelfth and Walnut streets, of the line of "Melachrino" cigarettes, made by M. Melachrino & Co., of New York.

T. H. Hart & Co. are distributing agent here for this line and report that sales are showing a steady gain.

Otto Eisenlohr Buys Fine New Home.

THE PURCHASE by Mr. Otto Eisenlohr, the senior member of the firm of Otto Eisenlohr & Bros., makers of the popular "Cinco" cigars, of a spacious stone mansion at 3812 Walnut street, West Philadelphia, last week was a very important event in the real estate market of this city.

The property was formerly owned by the estate of Anthony J. Drexel, and was among the finest residences in the West Philadelphia district. The consideration is said to have been in the neighborhood of $100,000. It has a frontage of 105 feet on Walnut street and a depth of 200 feet, and as soon as the extensive alterations which are planned can be completed it will be occupied by Mr. Eisenlohr as his residence.

The property adjoins the old residence of Anthony J. Drexel, the first of that name, at the southeast corner of Thirty-eighth and Walnut streets, which was sold about five years ago for about $100,000, and is now owned by Mr. Samuel Fels, who is also a prominent manufacturer in this city, but not in the cigar trade.

Key West Manufacturer Here.

CHARLES R. WOLF, of S. Wolf's Sons, manufacturers of clear Havana cigars, Key West, Fla., spent the past week in Philadelphia calling on the trade. Mr. Wolf left Key West May 14th, and after making several calls en route, landed in New York and thence covered New England. He expects to touch at Baltimore, Washington, Pittsburgh and Chicago before returning to the South early in July. Although the Wolf factory is among the new ones in Key West, it has been quite successful. The leading brands to-day are the "Reva," ten-cent clear Havana; "Lukos," ten-cent clear Havana, and the "Lukos Smoker," a five-cent cigar.

While in Philadelphia Mr. Wolf opened several new accounts and sold his old customers good-sized bills.

Havana Souvenir Cigar on View.

IN a show case of the cigar department of Acker's Quality Shop there was exhibited last week an interesting souvenir of the motor boat races from Philadelphia to Havana. It is a cigar obtained by Franklin S. Smith, a friend of J. D. Acker, who happened to be in Havana when a banquet was tendered the officers and crews of the various boats. At this banquet the city officials of Havana were present, and each guest was presented with a "La Corona" cigar about ten inches long and an inch thick. These cigars are manufactured by the Alvarez Lopez Ca and the Americans who puffed them for the first time were filled with curiosity and satisfaction.

Trade With the Retailers.

BUSINESS with the retail trade has not been as brisk during the past fortnight as could be reasonably expected this time of the year. Dealers in the central section of the city have noticed this more fully than those in other sections.

In view of the fact that at this season there are usually many transient people in town on their way to and from seashore points, there should really be a slightly noticeable increase in trade, but the weather conditions have thus far been unfavorable, and dealers are attributing the conditions to this fact.

They are thoroughly hopeful, however, that from this time on there will be a steady improvement.

The El Borita Selling Splendidly.

FEW five-cent cigars that have been put on the market in recent years have met with such instant success as the "El Borita," manufactured by John Steigerwald & Co. The "El Boritas" are gotten up in attractive boxes and each cigar is well made of the best domestic stock and attractively banded. So far, the "El Boritas" have had their largest sale principally in the East, but the scope of the sales is being gradually extended, and it is hoped within a short time to introduce them into much new territory.

The other leading brands of the Steigerwald factories include the "Lavoca," which is made of Vuelta Abajo filler with Partidos wrapper. It is made in various grades, which sell from ten to fifty cents, and is one of the best clear Havana cigars on the market. Another brand, the "Latonia," meets the demand for popular-priced ten-cent cigars. It is made of Havana with Sumatra wrapper.

Since the death of John Steigerwald, the founder of this business, Wilbert S. Steward, his partner, has taken over Mr. Steigerwald's interest and to-day is in entire control of its affairs. Mr. Steward is an experienced cigar manufacturer and knows the inside as well as the outside end of the business. His constant supervision over the factories in Philadelphia, at Twentieth and Tioga streets, and his direction of the sales force in the field have resulted in a steadily growing business.

One Retailer's Success.

OUT at Fiftieth and Market streets there was recently concluded quite a campaign for supremacy in the retail cigar trade, and the fight was waged between Fred. Horn, who had conducted a business at 5025 Market street for some years, and the U. C. S. Co., which some months ago opened a store at the corner of Fiftieth and Market streets.

For a short time the fight was regarded as a rather fierce competition, and the United, with all its many advantages, seemed to be getting the better of it, but now comes the announcement that Mr. Horn has concluded to discontinue the manufacture of cigars, and to devote his time exclusively to the retail business, from which we must take for granted that he is not by any means discouraged with his present outlook.

Good Headway on Masterpiece Cigars.

THE cigar manufacturing firm of Jeitles & Blumenthal, Ltd., state that the volume of business done this year exceeds by a good percentage the volume done during corresponding months of 1909, and they are now striving to make it a record-breaker.

With this idea in view, Hart Blumenthal, of the firm, has just started out on a Western trip this week, and he will again expound the merits of their "Masterpiece" five-cent cigar, which has been made a strong leader with the firm, and the results obtained have been highly encouraging.

Recently they made connections in Cincinnati, where the line will now be handled by one of the most progressive houses in the Queen City.

Labe's Purchases at Amsterdam Inscriptions.

JACOB LABE, cabled his house, Benj. Labe & Sons, 228 N. Third street, Philadelphia, one of the leading importing and packing houses of this city, on the 11th inst., that he had very carefully looked over the stocks at the inscription at Amsterdam and had already secured 200 bales of Sumatra tobacco, which he found were excellent purchases. His house never fails to get in close contact with the supply markets, and as a consequence their stock is always an interesting one to cigar manufacturers in need of tobacco of the right sort.

Trade Visitors in Town.

THERE have been quite a number of visitors in the trade recently, consisting of both cigar and tobacco men, and among them we have observed the following:

Chas. Jacobs, of Carlos, Fernandez & Co., New York; Victor Lopez, representing Balbin Bros., New York and Tampa; D. H. Monlsdale, with Sanchez y Haya, Tampa; Ben. Strauss, of Rey, Strauss & Co., New York; Tom Bowen, with the Manton-Govern Co., New York, who was accompanied by J. D. Manton, of the firm; W. W. Stewart, of W. W. Stewart & Son, Reading, Pa., all cigar trade people.

George Demmerlein, of P. Demmerlein & Son, New York; B. Kohn, representing C. H. Spitzner & Son, New York; M. Rosenberg, of J. Lichtenstein & Co., New York; Theo. Byxbee, representing the American Sumatra Tobacco Co., New York; J. H. Hoober, Lancaster, Pa.; B. F. Hoffman, of Hoffman Bros., Bainbridge, Pa.; Milton V. Sutter, of Louis P. Sutter & Bros., New York; John F. Brimmer, of John F. Brimmer & Son, Lancaster, Pa., and J. Kegerreis, Richland, Pa., all leaf tobacco men.

Klee Brands Reviving.

THE several brands of cigars made by Robt. Klee, of this city, and which once enjoyed an extensive sale in this city, have been recently placed in a goodly number of desirable establishments and the sales are again increasing by leaps and bounds.

Of the brands, the "Olga Nethersole," which is a ten-cent product, is given first place, and is followed in a close second by the "Mozart" and "El Kleo" brands of nickel goods.

With such houses as Finley, Acker & Co. and the Evans's Drug Stores handling them, they are bound to gain in prominence as well as to enjoy a wider distribution.

The Klee factory is well filled with orders at the present time.

Mitchell, Fletcher & Co.'s Displays.

The cigar department of Mitchell, Fletcher & Co., under the direction of W. R. Bullock, manager, has been recently featuring the "Wm. Penn" and "Royal Lancers," brands of The Theobald & Oppenheimer Co., by window display and other means, which have helped in bringing about a healthful increase in sales.

The "Flor de Lozaño," a clear Havana line from the facfory of F. Lozano, Son & Co., of New York and Tampa, Fla., also shows a steady gain in sales during the past few weeks.

John H. Boltz has returned to Philadelphia after a quick trip through Texas and Arizona. Mr. Boltz is elated over the success which has met his Tampa-made goods and states that the sales for May have totalled the largest in the history of his business. Work is being rushed on their new plant at Tampa and it is hoped to occupy the same by August 1st.

Charged with embezzling $513.63 from his employers, Gumpert Brothers, cigar dealers, of Philadelphia, Milton L. Davis was committed for court in default of $500 bail. Davis was arrested in Baltimore by a representative of the Philadelphia concern and charged with failing to account for money received for cigars which he had sold.

W. P. Bushell, representing Jose Lovera & Co., New York and Tampa, was a recent visitor in this city, and rumor has it that he bagged several nice orders while here.

F. B. Robertson, formerly representing the Manchester Cigar Manufacturing Co., of Baltimore, has severed his connection with that house, but is not fully decided as to what he will do in the future.

BAYUK BROS., "HAVANA RIBBON" CIGAR FACTORY
Philadelphia

Cigar Production in Ninth, Pa., District.

IT IS shown by the report of the Collector of Internal Revenue of the Ninth District of Penisylvania, that the cigar production during May, 1910, was considerably ahead of the previous month, as well as of the corresponding month of 1909.

There were collected from the sale of cigar stamps the following sums:

May, 1910	$177,017.22
May, 1909	144,596.10
April, 1910	168,809.90

The production represented by these figures would be as follows:

May, 1910	59,005,740
May, 1909	48,198,700
April, 1910	56,266,670

While the figures are gratifying, manufacturers from that section complain that the business represented by it was not all evenly distributed, but that the great bulk of it went to the larger establishments and that a majority of the smaller factories participated only to a small extent. The fact that only a comparatively few new factories are being opened lately would seem to be another evidence that the present time is not generally regarded as opportune for venturing into new enterprises.

They Want More Scraps.

IT IS announced by the North American Tobacco Co., of 6-8-10 Gouverneur Slip, New York, that they are always in the market for more cigar scraps, cuttings, etc. Business, they say, has been on the increase, and requires a larger supply of goods of this class. Their facilities have been recently increased to promptly take care of the larger volume of business, which is apparently being received by them.

TAMPA TIPS

TAMPA, FLA., June 11.

THE cigar manufacturing business is holding up splendidly in this the beginning of the usually slack summer season, and cigar manufacturers are optimistic over the outlook for the entire summer. Customs and internal revenue receipts and stamp sales continue to outstrip 1909, which was regarded as anything but a dull year and as they are considered excellent barometers of the cigar industry in this city, the detailed figures are interesting.

Customs receipts for May broke the May record in the Tampa custom house. The total collections for the month were $167,202.77, a gain over May, 1909, of $27,313.77. It is confidently expected that this month—the end of the Government's fiscal year—will add sufficiently to the customs collections of the preceding eleven months to bring the total collections for the fiscal year up to the $2,000,000 mark, which will prove a record for fiscal collections in this customs office. Sales of internal revenue stamps for May totalled $81,881.08, a gain over May, 1909, of $18,166.89.

Tobacco receipts from Cuba for the past two weeks have been 1849 bales.

P. Rey, of Cuesta, Rey & Co., has returned from Havana. Mr. Rey has been mayor of the thriving little clear Havana cigar manufacturing city of West Tampa (Tampa's prosperous suburb) for the past eighteen months, having been called to the office on the death of former Mayor Milliam. He decided not to run for the mayoralty, as it consumed too much of his time, but West Tampa refused to lose him as an official member of her family, and he was elected on the city council, at the election held on the 7th of the month.

James J. Fernandez, secretary and treasurer of Fernandez, Lopez & Co., the recently organized firm, was a passenger during the week on the Havana steamer, returning from a business trip to Cuba.

E. Regensburg & Son are adding to their extensive forces of cigarmakers, in order to keep up with the steady and increasing demand for their goods.

M. W. Berriman, having made a trip to Cuba with local Manager Sanchez, of Berriman Brothers, and thoroughly inspected the firm's recent purchase, the Gonzales, Fisher & Co. factory, with which he is more than pleased, left for New York last Wednesday evening. The firm is enjoying a splendid business and are quite optimistic over the future of the summer months, and the prospects for splendid results this coming fall and winter.

Jose Lozano, of F. Lozano, Son & Co., has returned from a business trip to Cuba.

Advices from Havana tell of exceptionally heavy shipments of tobacco being booked on the P. & O. steamers for this city, the Olivette, arriving to-morrow night, being scheduled to bring in one of the heaviest shipment of the year. The fact that a number of manufacturers have recently been to Havana making purchases of leaf is evidently bearing fruit in the shipments noted.

The Briskol Cigar Co., recently organized here, is gradually extending its business and is pushing out into the Southern States with their brands.

M. J. Bloom, a large importer and shipper of Havana leaf, was in this city the early part of the month, sailing for New York a week ago on the Mallory Line.

Juan G. Andre, formerly a leaf merchant in this city, died last week at his residence in this city. The deceased leaves a wife, mother, three brothers and four sisters to mourn his loss.

GEORGE BEARDONE.

Recommended for Tampa-made Cigars.

At a recent meeting of the Tampa Board of Trade the above design, made to protect the manufacturers of clear Havana cigars in that city, was adopted and manufacturers will be urged to use this on their cigar boxes. The many complaints which have been received about cigar boxes bearing the words "made in Tampa," etc., on goods which were not manufactured in Tampa and which are not up to the standard set by the manufacturers of clear Havana cigars brought about this action.

New Machine Shows Effect of Tobacco.

Detroit Doctor Demonstrates How Smoking Acts on the Heart.

DETROIT, MICH., June 12th.

TOBACCO dealers throughout the country will be interested in the report of Dr. W. M. Donald made before the annual clinic of the Alumni Association of Detroit College of Medicine, to the effect that by ingenious mechanisms, vivid action on the blood and heart could be shown while persons were smoking.

Dr. Donald made his experiments while the patients were puffing the weed, and he even subjected himself and his assistants to examinations while smoking. Although his experiments illustrated vividly the effect of tobacco on the heart, he let the results speak for themselves and the physicians were permitted to draw their own conclusions.

Dr. Donald did say, however, that, while a mild use of tobacco may not injure the smoker, there is no question but that the excessive use will prove derogatory to health.

The peculiarity of Dr. Donald's clinic consisted of the method used to illustrate the effect of tobacco on the heart. A small device was strapped on the wrist of the smoker, and this instrument, by means of a delicate needle which moved with the pulse, traced on smoked paper the action of the heart.

When the patient was not smoking, the tracery was generally a gently undulating line that moved across the smoked paper in more or less regular waves. While the patient smoked the needle traced jumping, irregular lines; instead of the movement of the pulse causing a gently undulating line, there were almost perpendicular and angular jumps in the tracings.

For Sioux City-Made Cigars.

The union cigar men of Sioux City, Iowa, have given their endorsement to the Commercial Club of that city in an effort to foster patronage on goods made in that city. Each member of the union will contribute 10 cents a month towards a general fund to support the Commercial Club in its campaign.

The Perkiomen Cigar Company will open a factory on Marion street, Reading, Pa.

KEY WEST, FLA., JUNE 10.

THE second primary election was held here on Tuesday. The election was of considerable interest to the trade for the reason that James P. Taliaferro was a candidate for the United States Senate. Mr. Taliaferro has had this office for eleven years and in that time has shown that he was a very good friend to the clear Havana manufacturers, having opposed all measures derogatory to their interests. Senator Taliaferro was defeated by a majority of about 2500. His opponent was N. B. Broward, former governor of the State.

Wm. H. Malone was nominated for the office of State Senator from this district. Mr. Malone was at one time a cigarmaker and will doubtless look after the interests of Key West in the Florida Legislature.

Trade has not shown any unusual spurt during the last two weeks, but none of the manufacturers are complaining of a dearth of orders. The general business shows a healthy increase over 1909 and it is safe to assume that this will be one of the best years in the history of the cigar trade of the city.

R. Fernandez, of the R. Fernandez Havana Cigar Co., will leave for Havana in a few days to look over the new crop.

The Cortez factory was closed for a few days this week in order to take the semi-annual inventory. It has reopened with a large force of makers, and they are rushed with orders for the "Boston Grande" and "Londre" sizes. Manager Walter J. Lightbourn and Superintendent Claude H. Roberts, returned from a trip to Havana this week, where they have been looking over the new crop. They report that the new tobacco, with the exception of the lighter colors, looks very favorable.

Charles R. Wolf, of S. Wolf's Sons, is now in Philadelphia on an extensive trip in the interest of his firm. He is sending in orders in sufficient quantity to cause his two brothers, Sam J. and Julius, to wear a pleased expression. Sam Wolf, of the firm, is commandant of the military post of Key West in the National Guard of Florida, and he will leave with his command for the annual encampment of the National Guard of the United States in conjunction with the regular army troops at Chickamauga, Ga., the latter part of this month.

The Martinez-Havana Company has started to work the new crop. It is stated at the factory that the tobacco is excellent and of a much better quality than last year. President Luis Martinez, of the company, who has been spending a few days in Key West for the purpose of accepting the new factory, will return to Havana on Sunday. It is expected that they will move into the new building on July 1, and they will commence work there about July 6. A second shipment of cedar lumber has been received and is being manufactured into furniture for the new factory. Manager Jose Pumar is suffering with an attack of pleurisy, he has been confined to his bed for about one month.

Manager A. W. Arnold, of the Ferdinand Hirsch Co., is in Cuba looking over the new crop. This is Mr. Arnold's second trip for this purpose.

Announcement is made of the engagement of Miss Clara G. Fleitas, daughter of Francisco Fleitas, of the S. & F. Fleitas Co., to Dr. N. C. Pintado. The date of the wedding has not been set, but it is expected to occur in a short time. Miss Fleitas is a beautiful and accomplished young lady and the wedding will doubtless be a brilliant affair.

The Fleitas Company has been disappointed in moving into the new factory, as the building has been delayed for unavoidable reasons. They expect to move in a few days, however, when they will be better able to handle their rapidly growing business.

Business at the E. H. Gato factory continues at the usual standard. The brands of this company are as staple as wheat and the demand is always good. They have been making heavy shipments to the West coast every week. President E. H. Gato is expected to arrive in Key West on Saturday and will stay here two or three days. He will go from here to New York.

IMPORTS.

Ruy Lopez	10.
Cortez Cigar Co.	77.
E. H. Gato Cigar Co.	53.
Martinez-Havana	70.
Total	210
Withdrawals	350

N. B. RHOADS.

Incorporations of New Tobacco Warehouses.

DANVILLE, KY., June 12th.—Articles of incorporation for another loose leaf tobacco warehouse to be erected in Danville were filed with the County Clerk last month. The new company is incorporated at $15,000 and will be known as the Danville Loose Leaf Tobacco Warehouse. The incorporators are William Riley, of Lexington; J. S. Price, of Nicholasville, and R. G. Price, of Danville. Options on several pieces of real estate in the city near the railroads have been taken, and a site will shortly be selected. A warehouse 75 x 200 feet will be erected and will be ready for occupancy by fall.

The Boyle County Tobacco Warehouse Company has also filed articles of incorporation with the County Clerk, with a capital of $5,000. This company has leased the old skating rink and the Bruce warehouse, both of which they will operate. The incorporators are Allen Hiatt, of Shelbyville; William Hiatt, of Fayete county, and H. C. Bright, of Danville.

There will be four large loose leaf houses operated in Danville during the coming tobacco season.

Asks Receiver for Tobacco Firm.

LOUISVILLE, KY., June 12.—J. D. Richardson has filed suit in the Circuit Court here asking that a receiver be appointed for the firm of W. D. Morris & Co., tobacco dealers. In his suit the plaintiff alleges that he was a member of the firm since last August and according to contract was to receive one-third of the profits. He declares that he is unable to secure an accounting and to this date has only received $212.00. He states that the company has in its warehouse today 80,000 pounds of tobacco.

Burley Crop Affected by Cold Weather.

FRANKFORT, KY., June 13th.—If the present cool weather continues, it is predicted that the crop of Burley tobacco in Central and Northern Kentucky will be less than half the average. Not over 10 per cent. of the plants in this region have been set out thus far. What has been put out is doing no good. Many of the plants are turning yellow and making no growth at all.

A final dividend of 20% is to be paid by H. J. Jaquith, assignee in insolvency of Henry A. Davis & Co., cigar dealers, of Boston. Creditors received in all about $6,299 out of liabilities amounting to $17,472.

News From the Cream City.

Special "Pete Daily" Window Displays — New Store Opening — New Firm Organized—More Anti-Cigarette Agitation—Social Trade Notes.

MILWAUKEE, WIS., June 10th.

BUSINESS in Milwaukee is gradually improving, and with a continuance of the present pleasant weather it should continue to do so.

Surman & Co. are enjoying a fair trade. As yet the old stand has not been discontinued. On the evening of June 6th an unusual accident occured which resulted in the smashing of a large plate glass window in their Wells Building store. Some workmen left several small-sized rocks in the street, an automobile rapidly driven by caused one of the stones to fly up, striking the window.

The Abraham stores are also enjoying a nice trade. Mr. Leo Abraham has been assisting at the Wisconsin street store. Mr. Al. Abraham, who has been manager of the Third and Grand avenue store, will shortly leave to engage in the wholesale liquor business with Max Cohn. Joe Brenk, who has held one of the shifts at this store, is laid up with sore feet, and his place has been taken by Earl Devor, who for a number of years has had the management of the Boston store cigar department. Paul Bryant, who has been at the Wisconsin street store, has also resigned.

The firm will shortly discontinue their Enterprise Building store to remove to some location near Fifth and the avenue. The move will undoubtedly be for the better.

Allanson continues to enjoy a good trade. The "Pete Daily" and other five-cent goods are receiving the benefit of a window display.

The new United Store is rapidly nearing completion and will shortly be occupied by the firm. This location is an ideal one, and has been the talk of the trade since the deal was closed.

Drexler & Jenniches are doing but a fair business, but with the reopening of the Star Theatre in that block next month business will undoubtedly improve.

The Fay Lewis stores report a good business, the wholesale department also noting some improvement.

Brenckle continues busy, his potted cigar making quite a hit with the trade. With the opening of the Auditorium in a few days to popular musical concerts, his business will be considerably increased.

A new manufacturing firm has been formed here to be known as the Bulit-Faust Cigar Company. The authorized capital of the company is ten thousand dollars. Raymond Bulit, F. X. Faust and F. D. Gormley are named as the incorporators.

An effort to enforce the anti-cigarette law up the State has resulted in quite a number of dealers being fined in court, five dealers being subjected to a hundred-dollar fine at Green Bay a few days ago.

A change of considerable importance occurred at Janesville when the leaf firm of McGiffen & Birkemeyer was dissolved. H. S. McGiffen having accepted the position as manager of the American Cigar Company's business at Madison, succeeding Mr. Gorman.

At Green Bay the manufacturing firm of Wirtz & Schmidt dissolved, after having operated together for eighteen years. G. A. Schmidt succeeds to the business of the firm, while N. Wirtz will open a shop at 200 W. Walnut street.

A mutual cigar company has been formed at Duluth with a capital of $50,000. The officers are H. P. Curran, E. J. Whalan and Henry Perault.

Among the visitors in the leaf market recently were R. L. Henry, with the American Tobacco Company, New York; G. W. Spitzner and A. L. Sylvester. Max Sondheim, of New York, and Mr. Shelley, of the Cressman factory in Philadelphia, visited Janesville looking over some purchases.

At Viroqua, Wis., many crops are being delivered for packing, and it will take about two months to clear away the work there. Henry Wesendonk has accepted the management of the Edgerton Cigar Company, manufacturers of the "Imperial."

There is but little doing in the market of cured leaf, except by occasional sales. The return of warm weather and more favorable growing conditions have improved the prospects of the tobacco beds. Transplanting is already under way in various sections of the growing district. BADGER.

Queen City Conditions Fair.

Receipt of Manila Cigars—Sale of Novelty Stogies—New Distributors of Masterpiece Cigars.

CINCINNATI, O., June 15th.

THIS market is in pretty good shape, despite the weather—not because of it. For days the sun has shown only for short periods and it has rained almost two-thirds the remainder of the time. But despite this the trade reports business as pretty good.

Among the bright spots in the last two weeks are the Latonia races and the State convention of the U. C. T., although the former is somewhat dim when compared with previous years. This is due to the introduction of pari-mutual machines at the track. They have completely ousted the bookmakers of previous years. That means a distinct loss to the cigar business in Cincinnati, as they and their following always were liberal spenders.

The City of Covington, Ky., just across the river from Cincinnati, boasts a curious population, according to reports. It is said that the residents are boycotting a syndicate store there because it is cutting prices on standard goods in an attempt to build up a trade.

The value of a novelty is shown in an order L. Kusnick, a Sixth street dealer, received from the East the other day. It was for 500 of his "Little Ones"—a 12-inch stogie—to be used at the Franklin Railway Supply Company banquet in Atlantic City. The manager of the company, while in Cincinnati some time ago, was presented with a box of twenty-five by a friend.

Strauss Bros. & Co. have received their first shipment of Manila cigars. They are making extensive improvements in their retail branch at Fifth and Walnut streets and expect to have one of the finest interiors in the city. Most of it is in interior decoration.

S. Frieder & Son have taken on the "Masterpiece" for Cincinnati and vicinity.

The usual summer absence of traveling men has begun to be noticed. Among those who were among the trade during the past week were: E. A. Waltman, of P. C. Fulweiler & Bros. Co.; Leo Heine, of Kaufman Bros & Bondy; L. Levy, of William Demuth & Co.; Sidney Powell, of P. Pohalski & Co.; Mr. Freund, of Freund & Co.; Tom Branyan, of Jose Escalanta & Co.

Says 1910 Burley Pool is a Failure.

Congressman Cantrill Makes Attack on Clarence LeBus.

LEXINGTON, KY., June 10th.—A bitter fight is being waged by Clarence LeBus, president of the Burley Society, against the re-election of Congressman Cantrill. In defending his course on tobacco matters, Mr. Cantrill states that the 1910 Burley pool is already a failure and that the growers have lost confidence in the Burley Society officials. He states that the Burley Society is trying to dictate the nomination in his district and resents their interference.

Mr. Cantrill is president of the Society of Equity in Kentucy, which, he states, is not a rival tobacco organization of the Burley.

The Cuban Market

From Our
Exclusive Bureau
36 Zulueta
Havana, Cuba.

HAVANA, June 7th, 1910.

SINCE my last report some animation has been noticed in the Partido district, where there are about two dozen packings being operated by Havana houses and about the same number of so-called local packers who have also started to pack. There are perhaps some farmers packing their own crops. Within a few weeks there ought to be a considerable quantity of new Partido in the market. Still there has not been as much movement as could have been expected. The prices that the growers want for their crops has curtailed buying. Another drawback in the Partidos sections which has handicapped packers from working as freely as they ought to and which has kept the packings that have already been put in motion limited to a small output has been the continued absence of "blandura," or moisture. A few rains fell in some sections since my last report, but immediately afterward the dry, scorching hot weather set in again. In the Partido district things are greatly delayed this year, as the crop there, too, is a late one, but in Vuelta Abajo and the Remedios districts everything is at a standstill, practically speaking. No buying is being done in either to speak of. In Vuelta Abajo there are two or three packings under way which are working on a small scale. The crop there is of a heavy nature and needs to remain a long time piled to take the rawness from same. Consequently, as the crop needs som etime to cure before it can be packed, it is possible that the bulk of the packings will not be started before the end of June or thereabouts. The Havana houses feel reluctant to pack heavily this year in Vuelta Abajo, as their experience in 1907 is still green in their memories. There will be very few factory packings undertaken by them this year and a great many growers will be obilged to pack their tobacco on this account.

In Remedios there seems to be no hurry on the part of the Havana dealers to dive headlong into operations and the exorbitant prices asked by the farmers are keeping buyers away for a while anyhow. A few operations that have been closed by J. Bernheim & Son and some others were made at very high prices, so reports say. However, as nobody has commenced to buy heavily, it is not known if growers will be contented with lower figures. If not, they will have to pack a large portion of the Remedios crop themselves, because, while the average of higher grades is good in this year's crop of Remedios tobacco, it will not stand such prices as the growers pretend.

The leaf market has been somewhat more active than usual, owing to the presence of a considerable number of buyers. The latter seem to come here now mostly with the intention of posting themselves about the prospects for future conditions, but invariably they have made some purchases of old tobacco and also the few lots that have come in of new Partido have been gobbled up.

Sales totalled about 4,200 bales during the fortnight, divided into: Vuelta Abajo, 2,200 bales; Partido, 500; Remedios, 1,100, and Mayari, 400 bales.

Buyers were: For the American market, 2,800 bales; for Europe, 200; South America, 400 bales, and for local consumption, 800 bales.

Exports of leaf tobacco from the port of Havana from May 22d to June 2d were as follows:

To all ports of the United States	6,251	bales
To all ports of Europe	85	"
To South America	340	"
To North Coast of Africa	100	"
Total	6,776	bales

Principal buyers who come and go:

ARRIVALS.

Peregrino Rey, of Cuesta Rey & Co., Tampa.
B. Lichtenstein, of Lichtenstein Bros., New York.
Edgar J. Stachelberg, of M. Stachelberg & Co., Tampa.
W. J. Lighthourne, of Cortez Cigar Co., Key West.
C. H. Roberts, of C. H. Roberts & Sons, Tampa.
Max Stern, of Sylvester & Stern, New York and Havana.
Joseph Mendelsohn, of Mendelsohn & Bornemann Co., New York.
J. Tarantous, of J. Tarantous & Co., New York.
Enrique Pendas, of Y. Pendas y Alvarez, Tampa.
Albert W. Kaffenburgh, of I. Kaffenburgh & Sons, Boston.
L. W. Scott, of L. W. Scott & Co., Boston.
E. Shutan, of E. Shutan & Co., Chicago.
Matt W. Berriman and Manuel Sanchez, of Berriman Bros., New York and Tampa.
Alexander Nistal and W. E. Fisher, of Gonzalez & Fisher, Tampa.

RETURNED.

Felipe Rodriguez, of F. Rodriguez & Co., Havana.
Mark A. Pollack, of Mark A. Pollack, Havana.
H. H. Strater, of H. H. Strater, Havana.

DEPARTURES.

B. Lichtenstein, for New York.
Joseph Mendelsohn, for New York.
Manuel Suarez, for New York.
J. Tarantous, for New York.
Edgar J. Stachelberg, for New York.
Matt W. Berriman, for New York.
Manuel Sanchez, for New York.
W. E. Fisher, for New York.
Alejandro Nistal, for New York

The factories remain quiet in general. Orders are rather scarce usually at this time of the year, but it seems that the factories in Havana will have to work at a very good rate during the rest of the year to catch up with last year in production, in spite of the fact that last year was perhaps the poorest record made by the cigar industry for many years. Owing to the raise in the duties on tobacco in France, which went into effect on the first of this month, many large orders were cancelled.

Max Schatz, the Sol representative in the United States, is at factory headquarters looking over things and talking over future prospects with Behrens & Co. He leaves this week via Tampa.

Felipe Rodriguez, of F. Rodriguez & Co., manufacturers of "Flor de Estanillo" and "Elite" brands, returned last Wednesday from his trip North, bringing back quite a few good orders. He has made special arrangements, which he does not care to divulge as yet, for the future representation of these brands in the United States.

Antonio Allones, of Mi Necha factory, departed last Sunday for a trip to the United States and England.

Ricardo Rivero and Mrs. Antonia Lopez Cuervo, the owner of Por Larrañaga factory, left Sunday bound for London. Mr. Rivero while in England will call on the clientele of Por Larrañaga, which is numerous there.

Henry Clay & Bock & Co. have very good orders considering the state of business here in general.

El Credito is making regular weekly shipments to the United States of some importance, and Rodriguez Hnos & Co. cannot complain very much.

La Escepticion has a good call for "Hoyo de Monterreys" from the United States, and South America is also placing good orders.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Sobrinos de A. Gonzalez sold in the neighborhood of 400 bales in the last fortnight.

Joseph Mendelsohn was here about ten days perfecting arrangements for Mendelsohn, Bornemann & Co.'s regular supply of factory goods. He bought some old tobacco, however, his purchases amounting to several hundred bales.

B. Lichtenstein, while here for a few days, secured a little over 300 bales, returning yesterday homeward.

A. M. Calzada & Co. have secured a suitable location for a packing in Gabriel and will start their first Partido packing within a few days.

Bruno Diaz & Co. have received several lots of new tobacco from their Partido packings already and have sold some.

Sobrinos de A. Gonzalez will begin this week to pack; also Rodriguez Menendez & Co. and José Suarez & Co. These three firms have bought considerably of the new tobacco.

Sobrinos de Venancio Diaz have opened a packing at Mantua (in Montezuelo), and this is the only Vuelta Abajo packing they have started yet. They have already received some bales of "libre de pie" from this packing, which has given a good impression to all who have examined same.

Principal shippers in the last two weeks were: J. Bernheim & Son, Menendez & Co., Diego Montero, Ernest Ellinger & Co., Aixala & Co. and Miguel V. Perez.

Receipts of tobacco from the country:

Period ending June 4, 1910.			Since Jan. 1, 1910.	
373	bales	Vuelta Abajo	21,070	bales
116	"	Semi Vuelta	417	"
405	"	Partido	1,421	"
72	"	Remedios	3,293	"
11	"	Santiago de Cuba	1,131	"
977	bales		28,232	bales

ORETANIO.

From present prospects, Washington, N. C., bids fair to have a first-class tobacco market this season. Work on the large tobacco warehouse on Pearce street, it is understood, will begin shortly, and will be rapidly pushed forward to completion in time for the opening of the tobacco season. Washington and vicinity are admirably suited for the cultivation of tobacco from a climatic standpoint, as well as the proper kind of soil.

The State of North Carolina recently offered for public subscription a bond issue to the amount of $2,250,000. Investors seemed to fight shy of the securities, however, and quite a goodly portion of the bonds remained unsold until last week, when the American Tobacco Company put in a bid for the balance.

A Fine Display of Castaneda Cigars.

The ornate display picture herewith of Castaneda, Havana Cuba, cigars was a notable show in the big bulk windows of Macey & Jenkins, retail distributors at 67 Liberty street, New York, during recent days. This firm tells us that the display proved a most effective one and resulted in largely augmented sales of Castaneda goods, which has now become one of their leading brands.

The incorporation is announced in New York of D. Henriques & Co. with a capital of $5,000 to manufacture and deal in cigars, cigarettes, tobacco, etc. The names of the incorporators are given as Maurice Millimet, J. H. Morrison and A. T. Rook.

Our Letter Box

JANESVILLE, WIS., May 31, 1910.

Open letter of the Janesville Leaf Tobacco Merchants' Association to all leaf trade and cigar manufacturing associations and tobacco trade journals throughout the United States.

In a recent issue of the *United States Tobacco Journal*, editorially commenting upon the proceedings of the Hartford Convention, that journal says: "Did it take into consideration or deliberation the distressing fact of the dying out of two thousand independent cigar factories in a year?" The same editorial called attention to the fact that while the price of all other commodities had materially advanced, and in some cases doubled and trebled in value, the price of leaf tobacco is lower to-day than it was twenty-five years ago.

Will the *United States Tobacco Journal* and all other tobacco trade journals throughout the country unite with the tobacco trade to initiate a campaign of education, and to discover, if possible, the underlying causes that are responsible for such a deplorable condition? Will they permit the use of their columns to a fair and honest discussion of this important subject?

Believing that the trade press of this country is fair, and they will grant this favor, we take the liberty to cordially invite, and we respectfully solicit every leaf trade or cigar manufacturing association or private individual connected with the trade to express their views upon this subject through the columns of their trade journal.

The elimination of two thousand manufacturers from the cigar industry every year must appeal to all as an alarming situation, and must, if continued, eventually wipe out of existence every private manufacturer in this country.

It is the desire of this Association that this subject should be thoroughly discussed from every standpoint, and trust that the best minds in the tobacco trade will contribute toward a solution of this great problem.

S. GRUNDY, *President.*
J. F. DONAHOE, *Secretary.*

Peculiar Conditions in Lancaster.

Progress Among Manufacturers—Hess Secured Nomination for Legislature—Tradesman in Y. M. C. A. Movement.

LANCASTER, PA., June 14th.

IT is an encouraging fact that during the month of May an increase was shown in the production of cigars in this district, and present indications are that in this month there will be a still further gain made, because here in the city a number of additional hands are being advertised for and to whom is promised steady employment.

All through the county there are factories here and there which are now finding a better demand for goods, and yet it was astonishing to the writer to learn that there are instances of manufacturers who had been running along for years and almost without interruption, but which have recently lacked so much for orders that operations had to be suspended, at least, temporarily, and the factories closed down until further orders could be secured.

It is a well-known fact that in the Ninth District there are a large number of factories which are called turn-in factories, for convenience sake. By that is meant factories which simply turn their product into some larger factory or dealer and do not make any direct shipment to the trade. It is those factories which are perhaps the hardest hit just now, and while some of them have been kept going for a number of years, they got only the excess orders as a rule, and since trade is not yet up to the standard of normal, and the main factories are able in most cases to meet all requirements. In the meantime, these turn-in shops have little or nothing to do.

Not in many weeks before have so few leaf tobacco salesmen been around in this section as during the past week or two. It is ascribed partly to the fact that a great campaign is now being conducted by the local Y. M. C. A. to raise a fund of $100,000, and in which nearly every local business man is taking an active part and helping in the canvass. The result is that every salesman who comes to town, as well as every local resident, is being canvassed very hard. But it is not the sole cause of their absence, for the general trade conditions are not so favorable and they all know that.

Several representatives of lithographing houses have been making the rounds as usual, and they included Sam Kaufman, with William Steiner, Son & Co., of New York, and John A. Schmidt, of Schmidt & Co., of New York.

The S. R. Moss Cigar Company is among the busiest in town just now, and is advertising for more cigarmakers in order to increase the output.

A. D. Killheffer, of Millersville, is this week visiting some of his jobbers in Eastern Pennsylvania.

Roy Nissly, with E. L. Nissly & Co., leaf packers at Florin, this county, left last Monday week for a business trip through the West.

Milton H. Ranck, a local packer of leaf tobacco, was one of the most active canvassers for the Y. M. C. A. in its effort to raise $100,000, and his efforts very materially helped to procure the amount in the nine days time alloted to the undertaking.

A. B. Hess, a prominent local packer of leaf tobacco and interested in several of Lancaster's financial institutions, has secured the nomination of State Legislature on the Republican ticket, and his election is regarded as almost a certainty.

Henry Platt, of Norfolk, Va., has arrived in Dresden, Germany, by way of Vienna, pursuing inquiries into the German tobacco industry. He recently concluded an exhaustive study of the possibilities of tobacco culture in Ireland, coming to the conclusion that the country is unsuitable for commercial experiments on a large scale.

Reading Factories Prospering.

Manufacturers Building Additions—Local Changes and Trade Visitors.

READING, PA., June 14th.

THIS entire territory seems to be fully participating in a much larger volume of business and trade with local retailers is also showing a steady gain.

The new addition to the Eisenlohr factory is now well nigh completed, and will likely be ready for occupancy within another fortnight. This will more than double the present capacity of the factory, and yet, we learn, this well-known firm is still branching out in other directions as well, showing that their business is making tremendous gains.

The body of the late M. Steppacher, cigar manufacturer of this city, who died suddenly in Rome, Italy, on May 29th, was shipped from Naples on June 9th for his former home in Reading.

It appears that Mr. Steppacher, at the time of his sudden demise, was traveling alone, and that when he was stricken ill he telegraphed a relative in Germany, who afterward looked after the complicated details of the Italian requirements in order that the body might be shipped to this country.

In an interview with Walter Steppacher, a son of M. Steppacher, a few days since, the writer was informed that the estate would undoubtedly be disposed of by a will, the contents of which would be known only after the interment of the body.

John G. Spatz, of J. G. Spatz & Co., has returned to factory headquarters here, after a four weeks' trip through the West, where he met with a good business on the established brands of their factory.

The union factory of Charles M. Yetter & Co. is at present quite busy. Demands for more goods have been coming in particularly strong from the West.

The cigar factory of Charles Auman has been removed from 1037 Elm street to 224½ N. Ninth street.

Charles H. Davis, a cigar jobber at 245 S. Thirteenth street, has lately put out a new brand of cigars under the title of "Davis' Success," and which appears to be meeting with much favor. He is continuing, however, to specialize his "Tampello" and still has a good run on it.

Eline & Kutz have now taken possession of their new factory at 331-5 N. Third street.

The "El Borita" cigar, from the factory of John Steigerwald & Co., of Philadelphia, has made its appearance in Reading, and judging from the number of signs displayed about town they would seem to have been pretty well distributed.

Born Brothers, who have a cigar store and factory at 328 N. Ninth street, Reading, Pa., have made a number of improvemenst to their three-story brick building. They enlarged the store and factory and the first floor and constructed two apartments on the second and one on the third floor, with the latest conveniences. Since this firm came to Reading twenty-two years ago, the value of real estate on that thoroughfare has doubled.

Joseph Luchs, vice-president and treasurer of the Washington Tobacco Company, Washington, D. C., was tendered a farewell banquet by his employes at the Hotel Fritz Reuter in that city. Mr. Luchs, who has lived in Washington for more than forty years, is one of the successful business men of the community. He left in the early part of this month for a tour through Europe and England.

Pulliam & Newson are installing machinery in their new tobacco factory at Winston-Salem, N. C. They expect to commence work on the first of this month.

Detroit Factories Being Rushed.

Manufacturers Hurrying Output to Avoid Paying Increased Tobacco Tax.

DETROIT, MICH., June 12th.

MICHIGAN tobacco factories, and Detroit factories especially, are running strong in an effort to produce as much stock as possible before the first of next month. At that time the new license tax on tobacco goes into effect on all tobacco manufactured after that date. The different cigar factories are also putting out large quantities and are shipping almost as fast as they are made. No difficulty with the different railroads over transportation facilities are experienced and for the first time in weeks, or even months, roads are dispatching consignments with proper care and order.

James Frahill, proprietor of a cigar store at 329 Jefferson avenue, was found dead in bed recently and spots of blood on the bed clothing aroused the suspicions of the police. A passing pedestrian noticed the odor of escaping gas and he notified several firemen, who broke open the door leading to the place. One of Frahill's pockets was turned inside out and there was no money in the cash draewr. Frahill was a bachelor, 50 years old.

The John Bagley Tobacco Company has made preparations for erecting a large factory in this city. The company recently increased its capital to permit the carrying out of plans now under way.

Charles Meldrum was tried in Justice Court a few days ago for illegally using the labels of the cigarmakers' union. The testimony showed that Meldrum sells a brand of union-made cigars from Pennsylvania, but is not permitted himself to affix the union label to the boxes because he is on the unfair list. He bought the cigars when he was in good standing with the union and had quite a supply on hand. He continued to use them until the stock was exhausted. The contention of the prosecution was that the minute he and the union disagreed he had no further right to use the union label.

Members of the Detroit Board of Commerce, in which different tobacco manufacturers are interested, took their annual outing to the Thirty Thousand Islands, in Georgian Bay, recently. The members of the Detroit Wholesalers' and Manufacturers' Association also made a recent business pilgrimage to the northern part of the State. The object was to make better business relations between the Northern and Southern peninsulas.

The Motor Age Cigar Company, of Menominee, has filed articles of incorporation with a capital of $25,000.

Frank McKenna and O'Shaugnessy Brothers' cigar store, in Coldwater, were principals in a civil suit over $15. McKenna said he had paid a bill and O'Shaugnessy said he hadn't. McKenna showed receipts and the matter rested.

W. H. Wheeler, well known to Michigan tobacco men, died at his home in Cedar Springs recently.

Arthur McAllister has opened a cigar and tobacco store in Grand Marais. He will carry a full line.

The Smith Mercantile Company will open a general store in Conklin. It is proposed to feature the tobacco end.

Samuel McFarlane and H. W. Crawford have purchased the business formerly conducted by Isadore Cyr, in Rumely.

Toledo tobacco men were represented in a recent invasion made by the wholesalers of the Toledo Board of Commerce to Southern Michigan.

Barrett & Scully, cigar manufacturers, formerly in Lansing, have located in Ionia. Local option in Lansing drove them out of that city.

In compliance with an order issued from the court, Stephen G. Earl, trustee of the bankrupt estate of the Verdon Cigar Company, Kalamazoo, has purchased real estate held by the Verdon Company on a contract. The building on the land was used for a cigar factory. The balance due was $2,187.97.

Manufacturers of cigar and tobacco boxes in both Detroit and Michigan report a heavy demand for immediate delivery. Tobacco manufacturers are running strong and in most contracts with box producers it is stipulated that the order shall be delivered before July 1st. There has been no change in quotations during the month.

Smoking In Russia.

CIGARS costing about 10 cents in this country sell for 50 cents and sometimes more in Russia, and the more expensive brands are higher in proportion, the imported products ranging in price from 10 cents to $1.00 each. Domestic cigars run from one cent to 15 cents each, but being of inferior quality, they are unacceptable except to the poorer classes. Tobacco sells from 12 cents to $5.50 a pound, according to its origin. The Habana and Sumatra brand, used for wrappers in the manufacture of cigars, are especially expensive. Domestic tobacco is utilized principally for fillers, but it is not called for by connoisseurs.

One of the largest shipments of leaf tobacco made in recent years from Lock Haven, Pa., was that sent out on May 26th, the entire consignment representing 191 cases, or about four carloads. This tobacco was purchased in different sections of Clinton county by Albert Gresser, a wholesale dealer at Marietta, Pa.

VIEW ON BORINQUEN PLANTATION, CAYEY-CAGUAS TOBACCO COMPANY.
The cheesecloth is put up ten feet above ground on a wire and post frame, and a fine quality of wrapper leaf is the result.

York Factories Short of Hands.

Some Manufacturers Compelled to Erect Additions to Factories.

York, Pa., June 14th.

SEVERAL manufacturers here are making arrangements for increasing their facilities and output of cigars, while some others are increasing their forces as opportunity affords. The trouble with manufacturers in town seems to be that not sufficient hands can be gotten, and that is driving some to seeking other arrangements or opening new factories in nearby localities.

Leaf tobacco men have also begun to share in a more lively trade since manufacturers feel more disposed to buy, although it is declared by many that they still have considerable stocks on hand.

At a banquet recently given by a local Council of United Commercial Travelers of America, tobacco men were quite conspicuous. The affair took place at Odd Fellows' Hall, under the auspices of Council No. 351, among the officers of which are: A. E. Wallick, of this city, a representative of Heywood, Strasser & Voigt Lithograping Company, of New York, is junior councillor; Samuel C. Stieg, tobacco broker, of this city, past councillor; A. M. Shepp, tobacco broker, secretary and treasurer, and Charles Bowers, a salesman with N. Gillen, leaf dealer, is conductor. This council now has a membership of nearly seventy and is in a flourishing condition. In fact the membership is largely made up of members of the tobacco trade.

Work on the new cigar afctory of Otto Eisenlohr & Brother is about to begin and in a few months York will have another large manufactory. It will be situated at the northwest corner of George street and Boundary avenue, and will have a frontage of sixty-nine feet one inch. Plans prepared by Architect James McClymont indicate that it will be an ornamental structure of brick, three storjes in height, with basement. All the latest appliances and equipments for facilitating business will be installed. The plant will cost approximately $40,000.

The York City Cigar Company, in charge of J. W. Egolf, has just given out the contract for the erection of a three-story brick building 40 x 82 feet on Main street, Windsor, which will be used as a branch plant. The present factory at Windsor was found to be inadequate for the growing trade. Work will be begun on the new building next week, and the structure is expected to be completed for occupancy within three months, and will start operations with 150 hands.

Celestine, Costello & Co., of this city, have secured an additional factory building at Dallastown, formerly owned by Charles Kohler, and used as a cigar box factory. As soon as the extensive alterations, for which a contract has already been given, are completed, operation will be commenced.

H. D. Soyster, of the wholesale cigar firm of H. D. Soyster & Co., at Altoona, Pa., has been calling on a few of the factories here recently and left a pleasant reminder in the way of some substantial orders for goods.

A. F. Fix, of Dallastown, has purchased the interest of T. D. Hene in the Tedal Cigar Company, at Loganville and Paradise, and both factories will be continued by him under the present name. Mr. Hene is now devoting his entire time to the leaf tobacco business, and is representing Haas Brothers, of Cincinnati.

H. F. Martin has opened an additional factory in this city, in order to meet the demand for his product, which has lately been gaining at a rapid rate.

J. S. Anderson, a former jobber in cigars at Wilkes-Barre, Pa., and now extensively engaged in the cigar brokerage line, was a recent visitor in this city in company with W. U. Blessing, of Hellam.

E. S. Sechrist, of Dallastown, is largely oversold at present and has been obliged to refuse a number of orders for goods which he could not fill.

The Trade at McSherrystown, Pa.

A MAJORITY of the manufacturers have found an increased demand for goods during the past two weeks, and in most cases factories are being operated with full forces on full time. For the first time in many weeks, the Ideal Cigar Company, at Centennial, near here, is running full time.

An important change will take place on or about July 1st, when the present cigar manufacturing firm of H. J. Roth & Co. will be changed to B. P. Topper Cigar Company. The individual members of the firm will, however, be the same as at present, and the business will be conducted along about the same line as it has been since the inception of the house sixteen years ago. They will push with renewed vigor several brands which now enjoy an established trade which reaches into nearly every State of the Union. This includes, among their five-cent variety, their "Union Bee," "Anne Hyde," "Morphia" and "Frederick Jay." They will also more strongly feature the "Judge Henderson" brand, which is a ten-cent product. This factory produces exclusively union-made goods.

The Am-Tero Cigar Company recently changed its business to a strictly union factory, and good progress is being made. In fact, business has been largely increased.

The McSherrystown Cigar Company reports that lately trade conditions have become much more encouraging, and that not only are orders coming in more frequently, but also for larger quantities.

Since his return from a trip West, Charles E. Miller has had an exceptionally good run on his "Pure Grit" brand of cigars, turning out an average of 6,000 a day, and this, notwithstanding the fact that the trip was not half completed before he was called home by illness in his family.

Tobacco Cultivation in Canada.

It has now been fairly well demonstrated that tobacco of a very fine quality can be grown in Canada. The Canadian climate seems to be suitable for the growing of a good many varieties of the weed. It is reported at Ottawa that a very large proportion of the cigars consumed in Canada are made in the Dominion and of Canadian tobacco. The area under tobacco cultivation is gradually extending and the quality rapidly improving.

Tobacco Trade In India.

Recent reports from India indicate that the tobacco trade there seems absolutely at a standstill as a result of the new duties. In the cheap lines nothing whatever is doing, and all imports are in bond, as buyers will not pay the excess duty. Twenty cases ex-bond were put up for auction recently and no one would buy. All buyers are holding off in the hopes of the Government reducing the duty or prices falling. The duty has already had a bad effect on the American trade.

Boedtker Tobacco Co. Elect Officers.

At the first meeting of the directors of the newly organized Hjalmar Boedtker Tobacco Company, Syracuse, N. Y., held on the 23rd ult., Mr. Boedtker was elected president, Frank N. Decker, vice-president, Frederick Miller, secretary and treasurer. The company is capitalized at $20,000 and will take over the tobacco business which has been conducted for many years by Mr. Boedtker in S. Clinton street, Syracuse, N. Y.

Jap Tobacco King Visits Us.

Kickibei Murai, famed as the tobacco king of Japan, and reputed to be one of the wealthiest men in the Empire, arrived in San Francisco in the latter part of last month from the Far East. The party is on a tour of the world. The entire tobacco traffic of Japan was controlled by Murai several years ago, before it was monopolized by the Government.

New Stores Opening in San Francisco.

Retail and Wholesale Trade Shows Improvement.

San Francisco, June 8th.

THINGS seem to be getting more lively in the San Francisco retail trade and the jobbers are doing more local business than for some time. The weather has been about ideal recently and the smokers seem to have been out in strong force. Dealers are showing a little more life, too, in the matter of being on the lookout for new stands and new ideas for old ones. Two or three changes of importance have been brought about, and, notwithstanding the approach of the vacation season, when things are expected to ease off a bit, everybody seems to be looking forward to a few weeks at least of genuine good business.

Some nice stores are gradually making their appearance further down town and as soon as the great number of new buildings now going up on Market street begin to approach completion, there will probably be some keen competition for the choice corners. There is still some hesitancy about running the price on choice corners too high, and, on the other hand, property owners are afraid of letting them go too cheap. The trouble is that nobody knows for certain whether the labor union city administration will restore the slot machines to the trade or not. The general feeling is that the slot machines will sooner or later come back, but dealers do not feel safe in boosting the rent of desirable corners to a point where they would only be profitable with the free operation of the old-time machines.

The new wholesale and retail store of H. Bercovich, at 30 Front street, promises to be a model of its kind. This is the store formerly occupied by the American-Manila Cigar Company and by the Bouquet-Kohn Cigar Company, recently dissolved. It is a large place with an attractive front for retail purposes and fine large rooms in the rear for the wholesale departments.

Henry Posner, formerly one of the strong men with Kasser Brothers, has bought the handsome "Onyx" stand in front of Shaw's Café on California street. This place was formerly operated by Kasser Brothers, and Mr. Posner knows the trade he has to serve.

Alfred Esberg, of M. A. Gunst & Co., has returned from the East and is once more getting in touch with the company's local business. He says that the store recently opened by the company in New York is making a good start and that he is confident it will be more than a success.

Sol Arkush, traveling representative of the Martinez-Havana Company, came up from the South last week after a short stay with the Los Angeles trade. He is now laying plans with H. Bercovich and his force for the spread of the Louis Martinez habit in this territory. At present, he is visiting some of the nearby counties with Frank Levy, one of Mr. Bercovich's salesmen. He and Mr. Bercovich will probably pay a visit to some of the leading dealers in the country towns. Mr. Arkush appears to be well pleased with the outlook here and particularly with the new store of Mr. Bercovich, which will be the distributing headquarters for the "Louis Martinez" in this territory.

The Ed. Wolf Company is getting a good lot of trade just now. T. Jeff Sellers, representing the company, has just completed a trip through some of the busy counties north of San Francisco Bay. He found the dealers, particularly those in the summer resorts, in a good buying mood, and succeeded in taking some nice orders.

E. M. Elam is now on his way to Manila to look over the situation there and visit the factories that he represents. A good deal of interest is taken in the Manila trade and shipments are coming in quite regularly. The Ed. Wolf Company, H. L. Judell & Co. and several other importers have large shipments now en route, which will be due within the next week or two.

The first steamers for the Alaskan gold fields left here last week and carried some good shipments of cigars to the Far North. From the present outlook, the Alaska trade will run large this summer. Initial shipments have been larger than for several years, and the number of people sailing from this city for the Far North is in excess of former years.

H. L. Judell, head of H. L. Judell & Co., returned from San Diego a few days since. He went South to attend a meeting of the United Commercial Travelers of America, of which body he is grand chaplain. At the meeting just closed he was chosen to represent the California section of the order at the National Gathering, which will be held at Columbus, Ohio, on June 21st to 30th. Mr. Judell will leave for the East to attend the convention in about ten days. In the meantime, Emil Judell is visiting some of his trade in the country.

Will Bercovich, who already has one stand at Front and Market streets and who is having another fitted up for him on the other corner of the same streets, is working away at the new one in the hope and expectation of getting it opened before the Fourth of July. Mr. Bercovich also has a store on Montgomery street, so that it appears he is going to be quite a chain store man.

W. B. Lanius, formerly head of the wholesale cigar department of M. Ehrman & Co. and later occupying a similar position with the William Cluff Company, both wholesale grocers of this city, dropped into town from the East a few days ago to visit old-time friends. He has now moved on to Los Angeles, which will be his future home. He is to enter the grocery brokerage business in that city.

The stock and store of the Standard Cigar Manufacturing Company, 687 E. Twelfth street, Oakland, Cal., was partially destroyed by fire on May 27th. This is a Chinese concern.

It is reported from Petaluma, Cal., that the United Cigar Stores Company has secured a location and will open in that place.

Douglas & Mackroth have succeeded to the K. G. Baillie Company. The new firm will act as distributors of the "Peter Pan" cigar of the S. R. Moss Company, of Lancaster, and for the Porto Rico lines of E. G. Perez & Co. Kenneth G. Baillie is now traveling in the interest of L. Sanchez & Co., of Tampa, and is at present busy in the South placing the "Magno" line.

J. C. Connor, a well-known retailer, has been on the sick list, but is now recovering. He reports a good trade and is getting things in shape to take a short run into the country for a rest.

Major Burrows, Western representative of the "Jose Lovera" line of cigars, has returned from a ten days' vacation.

H. S. Allen.

Retirement of Old Canadian Tobacconist.

It is now almost a score of years since George W. Muller started in business as a tobacconist in Toronto, Can., and during that time he has built up one of the finest businesses in that city. Mr. Muller is a connoisseur of tobaccos and always made personal visits to the markets each year for his stock. Failing health is the cause of Mr. Muller's retirement.

Tobacco Men Organize.

Tobacco leaf growers to the number of several hundred, and hailing from all parts of the Miami Valley and Montgomery county, met recently and formed a permanent branch of the National Tobacco Leaf Growers' Association at the Phillips House, Dayton, Ohio. The headquarters of the organization as formed will be located in Dayton, and as provided by the by-laws adopted, a meeting will be held once a month.

NEW YORK.

NEW YORK CITY.

THE conditions in the leaf tobacco market of this city have not yet shown that degree of improvement which has been so long looked for and which should be well nigh here. It is yet problematic whether there will be so much improvement as the present condition of the cigar trade would seem to warrant an expectation of. Some of the best posted men in the trade do not believe that there will come a sudden change of permanency, but there are many who think that there will be a gradual increase in the volume of business beginning very soon, if the cigar does not suffer another relapse of some kind. There are also many reasons for the feeling of greater encouragement which now prevails, potent among which is the fact that not alone is the cigar trade now in fairly good shape, but there is apparently every indication that more rapid gains will be made as the fall season approaches. Naturally this has a reflective benefit which leaf men will, no doubt, reap the benefit of, as indicated by the more numerous inquiries which have lately been received, and in which nearly all types of leaf were included. No superabundance of filler and binder stock exists and the price of this class of leaf may be affected by an increasing demand, as the larger line of selections diminish.

The demand for Sumatra tobaccos has continued fairly well, and with the further exhaustion of the stocks of old goods the offerings of newer importations show a tendency of advancing prices.

In Havana tobacco the market has shown a little more activity. Reports from the Island are not much more encouraging than they had been, and this fact is, no doubt, having an effect on present market conditions, resulting in greater activity for additional supplies.

Lately the Florida wrappers have shown a more active movement, and the new offerings are being at least scrutinized by some manufacturers who have not heretofore been large users of this class of wrapper leaf.

PENNSYLVANIA.

PHILADELPHIA.

A FAIRLY uniform business has been experienced by the local trade during the past two weeks, and although the volume has not been specially noteworthy, it was at least an improvement over the previous periods of this year. The better feeling which now exists is having a wholesome effect and hope of a permanent improvement has been rekindled. Several out of town buyers have been looking over this market for some additional supplies of goods, and the announcement of some important transactions is expected to be made at any moment.

Local jobbing houses are feeling the effect of the apparently better times among the intermediate factories from among whom a demand has come for moderate supplies of nearly all types of goods.

A Pennsylvania packer, recently visiting the market, was offering 1909 packings on a certain basis of guarantee, but so far as can be ascertained nothing definite was accomplished.

Business of moderate proportions was developed in the Sumatra market. Late accounts indicate that some purchases may be made at the later inscriptions by local importers who will then be represented.

LANCASTER.

There has been little animation in the leaf market, and the demand for old goods has been light. Sales made consisted mostly of small lots to cigar manufacturers and the aggregate was not very heavy.

Some few remnants of remaining crops in farmers' hands are now being packed by them, because they cannot obtain the price they have been demanding. Their expectations are, of course, that they will realize more for their goods in the fall by doing so. But the ultimate outcome is not so certain, because as a rule farmer packings are not so well handled, and that fact often is an important figure with the larger dealers when they make selections in this market.

Weather conditions have been rather favorable for tobacco planting and the work is progressing rapidly. Present indications are strongly in favor of a very largely increased acreage this year. It seems that growers generally have conceived the idea that owing to the generally short crops of 1909 will produce a much greater demand for goods of a later crop and that such increased demands will also create a correspondingly higher price.

YORK.

Some improvement has been noted in the condition of the leaf tobacco market, owing to a greater activity among cigar manufacturers, and the volume of business was curtailed only by the prices at which goods are being held.

Farmers are busying themselves in setting out new crops, but the old method of hand planting which is still in vogue in this section, necessarily makes the progress of the work slow. Many fields have been prepared and an increase in acreage is likely to be the rule among them.

WISCONSIN.

EDGERTON.

SO far there has not been a general movement of 1909 goods in this market, and few sales of any particular quantity have been recorded.

While some packers have practically finished their work of this spring, there are still a number of warehouses open where goods were late coming in, and some yet to come in.

The weather has not been the most favorable, and the cool nights have had a tendency of setting back rather than advancing the plants, and the only encouraging feature is that while the plants have not progressed much in height, they have rooted well and are developing nicely in that respect.

VIROQUA.

There is still some difficulty experienced in getting the tobacco down from the poles and ready for delivery to warehouses, and that has practically brought some warehouses to close down prematurely. Several small forces are being maintained now.

GAYS MILLS.

There have been some copious rains in this vicinity, which enabled farmers to get about all their crops off the poles and ready for delivery, where it was soon to be packed into cases, and as a result several warehouses have been again opened to complete the work of sizing and packing.

NEW ENGLAND.

HARTFORD, CONN.

THE continued cool weather has not been the most favorable for the young tobacco plants and which could not thrive as they should. The only exceptions are the plant beds which had glass coverings, and this enabled farmers in certain small areas to set out their plants. The total acreage, it is believed, will be a trifle larger than that of last year.

LITCHFIELD, CONN.

Most of the tobaccos raised in this section has been purchased by packers, but at comparatively low prices, viz., six to ten cents per pound.

HATFIELD, MASS.

Tobacco planting has been commenced in real earnest. Plants are somewhat ahead of the season this year, it seems, and growers were unable to hold them back as much as desired, because of the cool weather which would not permit of the removal of the glass coverings.

Some buying is still going on, but much of the low grade lots are left at prices as low as six and seven cents.

The help proposition is becoming menacingly serious here.

MONTAGUE, MASS.

Several lots of tobacco have lately been bought in this vicinity at from eight to ten and one-half cents in the bundle, while some other purchases were reported to have been made at as low as seven and one-half cents. The latter crops, however, were of a heavy dark nature and among the last of the crops to be left in the respective vicinity.

Badger State Items

Allie Sylvester, on behalf of the American Cigar Co., made a flying visit through this State recently.

G. W. Spitzner, of C. H. Spitzner & Son, of New York, was a late visitor in Wisconsin markets.

The Eisenlohr warehouse has been closed for the season, the packing having been completed, at Edgerton.

Some changes will be made at the Madison warehouse of the American Cigar Co. on July 1st, when Mr. Gorman relinquishes his position to go to Porto Rico. It is expected that he will be succeeded by H. S. McGiffin, of Janesville.

Max Sondheim, of New York, in company with Mr. Shelly, representing Allen R. Cressman's Sons, of Philadelphia, have been in Janesville recently inspecting samples of the packing they purchased from Julius Marqusee, of New York.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark
For Searching a title which does not result in registration, 25 cents.
For transferring and Publishing Transfer of Registration, 50 cents.
For issuing Duplicate Certificate of Registration, 50 cents.
Applicants should be careful to fully specify the use of desired Trade-Mark

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

QUALITY MARK:—20,265.
For cigars. Registered May 26, 1910, at 9 A. M., by Bright Cigar Co., Reading, Pa.

UTMOST:—20,266.
For cigars. Registered May 26, 1910, at 9 A. M., by Bright Cigar Co., Reading, Pa.

TABERNILLA:—20,267.
For cigars. Registered May 26, 1910, at 9 A. M., by F. H. Harper, Alexandria, Va.

R. K. S.:—20,268.
For cigars, cigarettes and cheroots. Registered May 26, 1910, at 9 A. M., by Schwarzkopf & Ruckert, New York City.

EL HALFO:—20,269.
For cigars, cigarettes and cheroots. Registered May 26, 1910, at 9 A. M., by Schwarzkopf & Ruckert, New York City.

RODERICK, JR.:—20,270.
For cigars, cigarettes and cheroots. Registered May 26, 1910, at 9 A. M., by Schwarzkopf & Ruckert, New York City.

QUINCICO:—20,271.
For cigars, cigarettes and cheroots. Registered May 26, 1910, at 9 A. M., by Schwarzkopf & Ruckert, New York City.

PETER SCHRAMM'S TAYLOR MADE:—20,272.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 26, 1910, at 9 A. M., by American & West Indies Sales Co., New York.

SERVAL:—20,273.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 26, 1910, at 9 A. M., by American Lithographic Co., New York.

ADDAX:—20,274.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 26, 1910, at 9 A. M., by American Lithographic Co., New York.

CHARLES DALMORES:—20,275.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 26, 1910, at 9 A. M., by E. G. Perez & Co., New York.

CARLOS DALMORES:—20,276.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 26, 1910, at 9 A. M., by E. G. Perez & Co., New York.

DALMORES:—20,277.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 26, 1910, at 9 A. M., by E. G. Perez & Co., New York.

TOX:—20,278.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 26, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

OXO:—20,279.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 26, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

EVERSWEET:—20,280.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 26, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

HYDROX:—20,281.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 26, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

PAWN:—20,282.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 27, 1910, at 9 A. M., by Steffens, Jones & Co., New York.

ROOK:—20,283.
For cigars, cigarettes, cheroots, chewing and smoking tobacco and stogies. Registered May 27, 1910, at 9 A. M., by Steffens, Jones & Co., New York.

L. O. O. M.:—20,284.
For cigars, cigarettes, cheroots, chewing and smoking tobacco and stogies. Registered May 27, 1910, at 9 A. M., by Alexander Haring, Roxbury, Mass.

JOHN, JR.—20,285.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered May 27, 1910, at 9 A. M., by John Foege, Richmond, Va.

TUSCARORA CLUB:—20,286.
For cigars and cigarettes. Registered May 27, 1910, at 9 A. M., by Wm. F. Fletcher, Ottawa, Ill. (Re-registration.)

CAPTAIN BROUGHTON:—20,287.
For cigars. Registered May 28, 1910, at 9 A .M., by D. Glazer, Portsmouth, Va.

LA FLORA DE NEWCOMET:—20,288.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 28, 1910, at 9 A. M., by J. W. Newcomet, Reading, Pa.

DEMETRINO:—20,289.
For cigarettes. Registered May 31, 1910, at 9 A. M., by Marathon Eg. Cig. Co., Boston, Mass.

BROTHER MOOSE:—20,290.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 31, 1910, at 9 A. M., by W. H. Smith, York, Pa.

DUST PROOF:—20,291.
For cigars. Registered May 31, 1910, by A. B. Freeman, Spokane, Wash.

O-SO-GOOD:—20,292.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 31, 1910, at 9 A. M., by Bennett Store Co., Silverton, W. Va.

BEST MAKE—NO FAKE:—20,293.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 31, 1910, at 9 A. M., by Bennett Store Co., Silverton, W. Va.

LA NOBLE:—20,294.
For cigars. Registered June 1, 1910, at 9 A. M., by Reed & Co., Sumneytown, Pa.

HABANA SENORS:—20,295.
For cigars, cigarettes, chewing and smoking tobacco. Registered June 1, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York City.

NEW YORK, NEW HAVEN & HARTFORD EXPRESS.—20,296.
For cigars. Registered June 1, 1910, at 9 A. M., by M. Chanutin, New Haven, Conn.

TAMPA MARK:—20,297.
For cigars, cigarettes, chewing and smoking tobacco. Registered June 2, 1910, at 9 A. M., by American Lithographic Co., New York City.

TAMPA MERIT:—20,298.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered June 2, 1910, at 9 A. M., by American Lithographic Co., New York.

TAMPA TRADE MARK:—20,299.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered June 2, 1910, at 9 A. M., by American Lithographic Co., New York.

LA SONO:—20,300.
For cigars. Registered June 2, 1910, at 9 A. M., by A. Kretschmar & Co., Phila.

I. STERN & CO.S POPULAR:—20,301.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered June 2, 1910, at 9 A. M., by W. L. Bucher Cigar Co., Dayton, O.

BLUFF CITY CIGAR:—20,302.
For cigars. Registered June 2, 1910, at 9 A. M., by St. Louis Cigar Box Co., St. Louis, Mo.

REVELATION:—20,303.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 3, 1910, at 9 A. M., by Fisher & Yglesia, Brooklyn, N. Y.

JUDGE GARMAN:—20,304.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 3, 1910, at 9 A. M., by The Martin Kinsports Cigar Mfg. Co., Manheim, Pa.

NEMAHA:—20,305.
For cigars, cigarettes, chewing and smoking tobacco. Registered June 3, 1910, at 9 A. M., by Schmidt & Co., New York.

MORTAL CINCH:—20,306.
For cigars, cigarros, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 3, 1910, at 9 A. M., by A. M. Cline & Co., Terre Hill, Pa.

SHERMAN SMOKER.—20,307.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 3, 1910, at 9 A. M., by Dave Sherman, Phila.

SAM'S SATURDAY SPECIAL (As per design):—20,308.

For cigars, cigarettes, cheroots, stogies, chewing and smoking. Registered June 4, 1910, at 9 A. M., by Samuel Greenwald, Phila. (Used since January 27, 1910.)

WALK-OVER:—20,309.
For cigars, cigarettes, chewing and smoking tobacco. Registered June 4, 1910, at 9 A. M., by Henry T. Offterdinger, Washington, D. C.

WECHSLER BROS.' CLUB HIT:—20,310.
For cigars and cigarettes. Registered June 4, 1910, at 9 A. M., by Wechsler Bros., South Chicago, Ill.

VESCORA:—20,311.
For cigars, cigarettes, cheroots, stogies, snuffs, chewing and smoking tobacco. Registered June 4, 1910, at 9 A. M., by Louis Mittler, Yonkers, N. Y.

OUR KITTIE'S:—20,312.
For cigars and cigarettes. Registered June 4, 1910, at 9 A. M., by T. A. Winters, Craley, Pa.

TRAVER'S ISLAND:—20,313.
For cigars, cigarettes, chewing and smoking tobacco. Registered June 4, 1910, at 9 A. M., by Seidenberg & Co., New York.

LUTANA:—20,314.
For cigars, cigarettes, chewing and smoking tobacco. Registered June 6, 1910, at 9 A. M., by St. Louis Cigar Box Co., St. Louis, Mo.

DONE:—20,315.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 6, 1910, at 9 A. M., by Harry B. Donley, Myerstown, Pa.

TRIDEM:—20,316.
For cigars, cheroots and stogies. Registered June 6, 1910, at 9 A. M., by Casper Rosenberg, Cleveland, O.

NOFALT:—20,317.
For tobacco. Registered June 6, 1910, at 9 A. M., by Hillman Tobacco Co., Brooklyn, N. Y.

SIMPLY GREAT:—20,318.
For tobacco. Registered June 6, 1910, at 9 A. M., by Hillman Tobacco Co., Brooklyn, N. Y.

LA FONTANA:—20,319.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 6, 1910, at 9 A. M., by Dana-Cates-Simson Co., Ironton, O.

DANA VISTA:—20,320.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 6, 1910, at 9 A. M., by Dana-Cates-Simson Co., Ironton, O.

RHODE ISLAND SMOKER:—20,321.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 6, 1910, at 9 A. M., by David Rosenthal, Providence, R. I.

DAILY REPORT:—20,322.
For cigars and cigarettes. Registered June 6, 1910, at 9 A. M., by E. L. Krause, Chicago, Ill.

LACON:—20,323.
For cigars and cigarettes. Registered June 6, 1910, at 9 A. M., by E. L. Krause, Chicago, Ill.

TREASURY CIGAR (As a private brand):—20,324.
For cigars. Registered June 6, 1910, at 9 A. M., by Phillip G. Affleck, Washington, D. C.

NIMOSA (In use for the past three months).—20,325.
For cigars. Registered June 7, 1910, at 9 A. M., by Luckett, Luchs & Lipscomb, Philadelphia, Pa.

EDMUND LEE:—20,326.
For cigars, cigarettes and cheroots. Registered June 7, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

JOHN CALDWELL:—20,327.
For cigars, cigarettes and cheroots. Registered June 7, 1910, at 9 A. M., by Heywood, Strasser & Voigt Litho. Co., New York.

SPECIAL DESIGN AS PER ILLUSTRATION:—20,182.

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 12, 1910, at 9 A. M., by Gilbert Cigar Mfg. Co., Philadelphia, Pa.

NUMBER 77:—20,328.
For cigars, cigarettes, cheroots and stogies. Registered June 8, 1910, at 9 A. M., by E. C. De Putron, Hanover, Pa.

PHILIP HONE:—20,329.
For cigars, cigarettes, chewing and smoking tobacco. Registered June 8, 1910, at 9 A. M., by Moehle Litho. Co., Brooklyn, N. Y.

CALEB HEATHCOTE:—20,330.
For cigars, cigarettes, chewing and smoking tobacco. Registered June 8, 1910, at 9 A. M., by Moehle Litho. Co., Brooklyn, N. Y.

ABRAHAM DE PEYSTER:—20,331.
For cigars, cigarettes, chewing and smoking tobacco. Registered June 8, 1910, at 9 A. M., by Moehle Litho. Co., Brooklyn, N. Y.

FERNANDO WOOD:—20,332.
For cigars, cigarettes, chewing and smoking tobacco. Registered June 8, 1910, at 9 A. M., by Moehle Litho. Co., Brooklyn, N. Y.

I. M. YOURS:—20,333.
For cigars, cigarettes, chewing and smoking tobacco. Registered June 9, 1910, at 9 A. M., by Symons-Kraussman Co., New York City.

HALOTUS:—20,334.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 9, 1910, at 9 A. M., by Dana-Cates-Simson Co., Ironton, Ohio.

DOMITUS:—20,335.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 9, 1910, at 9 A. M., by Dana-Cates-Simson Co., Ironton, Ohio.

UNCLE WASH:—20,336.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 9, 1910, at 9 A. M., by Dana-Cates-Simson Co., Ironton, Ohio.

EL FUELO.—20,337.
For cigars, cigarettes and cheroots. Registered June 10, 1910, at 9 A. M., by Calvert Litho. Co., Detroit, Mich.

EL MIRLO:—20,338.
For cigars, cigarettes and cheroots. Registered June 10, 1910, at 9 A. M., by Calvert Litho. Co., Detroit, Mich.

LA INVERSO:—20,339.
For cigars, cigarettes and cheroots. Registered June 10, 1910, at 9 A. M., by Calvert Litho. Co., Detroit, Mich.

OBEC:—20,340.
For cigars, cigarettes, cheroots and smoking tobacco. Registered June 10, 1910, at 9 A. M., by R. F. Peyton & Son, Detroit, Mich.

TIME FLIES:—20,341.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 10, 1910, at 9 A. M., by American & West Indies Sales Co., New York.

ROOSEVELT CLUB:—20,342.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 10, 1910, at 9 A. M., by Kraus & Co., Baltimore, Md.

D. C. S. CO.'S MONOGRAM:—20,343.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered June 10, 1910, at 9 A. M., by Dana-Cates-Simson Co., Ironton, O.

((Concluded on page 79.)

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Situations Wanted.

SITUATION WANTED as superintendent of cigar factory. Twenty years' experience. All branches. Good references. Address Qualified, Box 18, care of The Tobacco World. 1-1-r.

MAN of wide experience is open for position as foreman in cigar factory making high-class goods. No objection to location. Can supply best of references. Address Experienced, Box 28, care Tobacco World. 6-1-tf.

CIGAR SALESMAN having an extensive acquaintance in the Middle West is open to a new engagement, clear Havana account preferred. Satisfactory references can be given. Address Sales, Box 29, Tob. World. 6-1-r.

CIGAR SALESMAN—Six years' experience, selling factory to retailers direct; twenty towns New Jersey; com. basis, wants additional live advertising and reliable factory to represent. Address Cigars, Box 584, Trenton, N. J. 6-15-c.

Special Notices.

MONROE ADLER.
CIGAR BROKER.
36 La Salle St., Chicago, Ill. 6-17-he

ESTABLISHED cigar manufacturer, making line of medium-priced goods, desires correspondence with a jobber with a view to placing his output, which is made under very favorable advantages. Manufacturer, Box 30, Tobacco World. 6-1-tf.

BROKER WANTED by Manila importing house. Address Box 31, care Tobacco World. 6-1-tf.

WANTED—A contract to buy and handle Ohio tobacco for Eastern concern. Best of references. Tobacco Packer, Lock Box 32, Germantown, Ohio.

For Sale or Rent.

FOR SALE OR RENT AT ATLANTA, GA.—We offer for sale a large brick structure; 4 floors 50 x 100 feet, 2 floors 55 x 122 feet and one floor 30 x 30 feet; also frame outer buildings having 10,000 square feet and occupying an acre or more of ground, the whole plant being well adapted to the manufacture of tobacco, cigars or cigarettes. Wired throughout for electricity and steam-piped throughout for heat. This location is near the city of Atlanta and ten minutes' ride on the street car. This splendid plant will be sold for $33,000 on easy terms, or will be leased for $3,000 per annum. Apply Tobacco World Corporation, 102 S. 12th St., Philadelphia.

Salesmen Wanted.

WANTED—A Southern representative to sell our $22.00 cigar; long filler, banded. Will allow 10% commission to right party. J. W. Gohn Cigar Company, York, Pa. 5-15-c.

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(Registrations continued from page 38.)

TRANSFERS.

LADY LESLIE:—15,902.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered Aug. 8, 1908, at 9 A. M., by Geo. Schlegel, New York; has been transferred to La Ventura Cigar Co., Chicago, Ill., on May 27, 1910.

STUBBORN CINDERELLA:—15,903.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered Aug. 8, 1910, at 9 A. M., by Geo. Schlegel, New York; has been transferred to La Ventura Cigar Co., Chicago, Ill., May 27, 1910.

CHAS. BENSON (U. S. T. J.):—32,209.
For cigars, cigarettes, cheroots and tobacco. Registered October 25, 1906, by Wm. Steiner, Sons & Co., New York; has been transferred on April 19, 1910, to W. W. Mundis, Hellam, Pa.

2 SQUEALERS:—18,400.
For cigars, cigarettes and cheroots. Registered August 20, 1909, at 9 A. M., by W. H. Schmuck, Windsor, Pa.; has been transferred to H. E. Schendler, Windsor, Pa., June 9, 1910.

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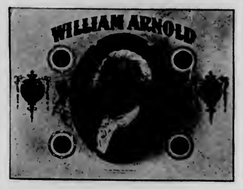

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